

# MICHIGAN TRADESMAN

GRAND RAPIDS PUBLIC LIBRARY

Twenty-Second Year

GRAND RAPIDS, WEDNESDAY, MAY 31, 1905

Number 1132

## Commercial Credit Co., Ltd.

Widdicomb Building, Grand Rapids  
Detroit Opera House Block, Detroit

Good but slow debtors pay upon receipt of our direct demand letters. Send all other accounts to our offices for collection.

## Collection Department

R. G. DUN & CO.

Mich. Trust Building, Grand Rapids

Collection delinquent accounts; cheap, efficient, responsible; direct demand system. Collections made everywhere for every trader. C. E. McCrone, Manager.

## We Buy and Sell Total Issues

State, County, City, School District, Street Railway and Gas

## BONDS

Correspondence Solicited.

H. W. NOBLE & COMPANY  
BANKERS

Union Trust Building, Detroit, Mich.

William Connor, Pres. Joseph S. Hoffman, 1st Vice-Pres.  
William Alden Smith, 2d Vice-Pres.  
M. C. Huggett, Secy-Treasurer

## The William Connor Co.

WHOLESALE CLOTHING MANUFACTURERS

28-30 South Ionia Street, Grand Rapids, Mich.

Our Spring and Summer samples for 1905 now showing. Every kind ready made clothing for all ages. All our goods made under our own inspection. Mail and phone orders promptly shipped. Phones, Bell, 1282; Citizens, 1957. See our children's line.

## Have Invested Over Three Million Dollars For Our Customers in Three Years

Twenty-seven companies! We have a portion of each company's stock pooled in a trust for the protection of stockholders, and in case of failure in any company you are reimbursed from the trust fund of a successful company. The stocks are all withdrawn from sale with the exception of two and we have never lost a dollar for a customer.

Our plans are worth investigating. Full information furnished upon application to CURRIE & FORSYTH, Managers of Douglas, Lacey & Company 1023 Michigan Trust Building, Grand Rapids, Mich.

The Tradesman Company  
Engravers and Printers  
ILLUSTRATIONS OF ALL KINDS  
STATIONERY & CATALOGUE PRINTING  
GRAND RAPIDS, MICHIGAN.

## SPECIAL FEATURES.

- | Page. |                        |
|-------|------------------------|
| 2.    | Window Trimming.       |
| 4.    | Around the State.      |
| 5.    | Grand Rapids Gossip.   |
| 7.    | New York Market.       |
| 8.    | Editorial.             |
| 9.    | Men of Mark.           |
| 10.   | Hardware.              |
| 12.   | Butter and Eggs.       |
| 14.   | Girl's Good Luck.      |
| 16.   | Clothing.              |
| 20.   | Nip and Tuck.          |
| 22.   | The Drink Habit.       |
| 24.   | Business Building.     |
| 26.   | Henry Roger's Success. |
| 28.   | Woman's World.         |
| 32.   | Shoes.                 |
| 36.   | Soda Water Syrups.     |
| 38.   | Dry Goods.             |
| 40.   | Commercial Travelers.  |
| 42.   | Drugs.                 |
| 43.   | Drug Price Current.    |
| 44.   | Grocery Price Current. |
| 46.   | Special Price Current. |

## ALBERT BAXTER.

### An Attempt at Appreciation by an Old Friend.

On Sunday last one of the most earnest, indefatigable and sincere workers for the right as he saw it, ever connected with the journalism of Grand Rapids, "rested from his labors." Albert Baxter joined the great majority, going hence from the home of a cousin whom he was visiting at Howard City, Mrs. Carrie Baxter Jennings. A son of the Green Mountain State, he would have attained the age of 82 years had he remained until the 23d of next August. His natal place was a log cabin on the banks of Mad River, in Moretown.

His schooling was that obtained in the district schools of seventy years ago, supplemented by a brief period at a village academy, but so earnest a student of books, nature and man was he, he justly attained decided eminence as a thinker and writer, a half a century ago, in this city. He was an early victim of the "Western fever" and found a home for a year in Wisconsin, but came to Michigan and this city in 1846. For a time he worked as a painter and a carriage-maker, and was a law student, but failing health compelled less arduous efforts and his ambition for the law was abandoned.

His life was made rarely happy February 22, 1846, when Elvira E. Guild, a daughter of the first permanent white settler in Grand Rapids, became his wife. But after a little more than five years of such happiness as few ever enjoy, she was called first, and was laid in Fulton street cemetery in June, 1855. He mourned for her without ceasing, yet without ostentation, until Death reunited them. He said last June to a particular friend, "To-day is the anniversary of her death, and I miss her as much to-day as I did that terrible day nearly fifty years ago." That was a key to the man. Ever faithful, in every relation in life, he was an ideal lover and husband, as well as neighbor, friend and journalist.

Shortly after her death he took a position with the Grand Rapids Eagle, on the editorial and business side, which he held for five years, or until he was called to a similar position on the Tribune in Detroit. He returned to the Eagle in 1865 and was political and managing editor thereafter for twenty-two years, until failing health again compelled him to less active life, when he went to his fruit farm at North Muskegon, which has been his home much of the time ever since, although while writing his valuable Histories of Kent County, but especially of this city, he spent considerable time here.

Those histories, and the files of the Eagle, nearly complete, in the Ryerson Library, tell the story of this admirable life work; and yet those of us who knew him have a more precious legacy in our memories of his genial kindness, of his sturdy integrity of thought and purpose, of his unselfishness and helpfulness, of his faithful friendship, of his excellence and sagacity as a guide and mentor. He exercised a profound influence upon Grand Rapids, Western Michigan and the entire State for more than a quarter of a century, when this community was in a formative state, and always zealously strove for the right. His good works will endure so long as this city shall have a name and a place; his name may be forgotten of most, his achievements may cease to be mentioned, but his character and opinions so affected those with whom he came in contact, their children and their children's children will unconsciously continue the good influences of his earnest life and wise labors for this goodly city, which was ever, next to the wife who preceded him so many years ago, the chief object of his affection. Ernest B. Fisher.

It seems somewhat early to speak of the mosquito as a pest, but undoubtedly the mosquito is ready for an active summer campaign. Sanitary experts are everywhere advocating the adoption of measures which suppress the busy insect. The theory that the mosquito spreads malaria is no longer a theory, but an established fact. Drains, gutters, stagnant pools, cisterns, rain barrels and other places where mosquitoes are hatched if attended to now would save many communities a great deal of sickness and suffering to say nothing of annoyance.

An Indian chief offers the suggestion that smoking is a great help to laziness. Lots of men are so occupied with pipes and cigars that they have no time to accomplish any work.

It is poverty that teaches a man to realize what is genuine in life.

## GENERAL TRADE REVIEW.

What with the sensational reports of events in the Russo-Japanese conflict, the backward, wet spring for planting operations giving pretext for heavy grain and cotton fluctuations, the labor controversy in Chicago and the final wind-up of the long contest in trans-continental matters, there is surely enough to keep an unsettled and waiting market in Wall Street circles. The reactionary tendency has brought the average of sixty most prominent railway shares to the lowest point this year, but with this decline it is to be noted there is no heavy liquidation or other disturbance. Of course it has given an opportunity to crowd out the usual element of reckless, weak speculative holders and so get the market into the hands of the stronger operators, thus giving assurance of an early recovery in prices.

Industrial conditions continue favorable on every hand in spite of unusual demands on account of the Japanese loan, heavy calls from the increased loans of the associated banks and heavy withdrawals of the Government of its national bank deposits. In spite of all these money is plentiful, with no perceptible hardening of rates. In some localities the continued cold, wet weather has had its effect in lessening spring trade, the rain serving to keep people at home and the pleasant weather requiring the greater attention to planting, but this is recognized as only postponing operations generally, the outlook being full of confidence. Mercantile collections are unusually prompt, bills being discounted freely. Preparations for the fall trade are carried on with the utmost vigor. Building operations are still being pushed on an unprecedented scale all over the country.

Manufacturing industries are even more favorable in that the moderate advance in cotton and wool has stimulated buying, thus getting stocks into a better condition. Orders for fall goods in footwear continue heavy. Building operations are so active that in heavy steel products the mills are unable to meet the demands. In lighter goods there is some irregularity reported.

An interesting revelation in connection with the discovery of a clever check forgery in New York is the statement of the detectives employed by the American Bankers' Association that there were only five men in the country capable of doing such expert work, and that these five men were under pension from the Association not to do any more check raising. This is a curious state of affairs. How many men are there in the country who are paid to be good?



### Exhibits This Week Show Unusually Attractive Effects.

All the local stores which aim to supply the needs and satisfy the caprices of the Eternal Feminine are having their windowmen "put their best foot forward" in displaying their daintiest showings in goods suited to that ever-recurring and ever-delightful day, the day of all days in school life—Commencement Day. And so we are treated to a series of windows containing the prettiest of white stuffs suitable for wear on that momentous occasion. They grow lovelier and lovelier every year, and surely the Sweet Girl Graduate can find nothing to complain of in storekeeping endeavors to enhance her attractiveness.

\* \* \*

Herpolsheimer has a beautiful win-

draws a crowd all day long in front of that part of the window where these extremely hideous-looking but exceedingly-useful little animals are living out their homely existence. They are feeding on mulberry leaves and some have gone into the curious cocoon stage.

The window dresser should have had a contiguous window full of silks in the piece or one composed entirely of silk costumes and wraps, or silk teagowns. These are lacking and thus an opportunity is lost to carry out an idea.

\* \* \*

Berand Schrouder's Joss Stick window ("2 bundles for 5c") is remarkably odd-appearing, the foreign-looking red-and-yellow crepe paper introduced being out of the ordinary.

\* \* \*

At the W. Millard Palmer Co.'s a characteristic Howard Chandler Christy poster—of a pretty girl in black, with white embroidered cuffs and collar and the dearest of new Polo Hats, these funny little teacup



dow devoted to diaphanous white materials, supplemented with parasols that are veritable dreams, kid and silk gloves in evening length and the most exquisite lace and spangled fans with delicate carved sticks. The background of this pleasing picture is a rich green velours, overtopped with a wide scroll design covered with deep red velvet. Graceful sprays of pink lilacs depend from the top, giving an impression of airiness and blending nicely with the red velvet beneath. The only fault I have to find with this otherwise fine exhibit is the placing of a bouquet of white carnations on a drapery of dress goods—flowered net—which seems to me incongruous and, besides, the pinks were allowed to wither and still remain in the window. There is nothing so dreary in any exhibit as flowers which have lost their freshness. Such neglect can ruin a perfect display.

\* \* \*

The Friedman  
Colony of Silk Worms,  
That Spin the Thread  
Woven into such fabrics  
As you see here,

affairs that perch themselves so jauntily on Milady's hair—is "given away with each copy of The Reader Magazine for June." At the feet of the girl is a large black feather fan, and she is turning with an expectant look in her eyes, as if she sees Him coming and would wait for Him to pick it up for her. Many will buy the magazine for the sake of getting the poster.

In this same window section are the following books, labeled as particularly suitable for "graduation gifts:"

Classic Myths in Art; In Arcady; Lorna Doone; Drummond's Addresses; Talks about a Fine Art; What Men Live By; Out To Old Aunt Mary's; England by C. J. Taylor; Songs from the Hearts of Women; In Love's Garden; Historic Towns of the Western States; The South African War; Courtship of Miles Standish; Young Men's Faults and Ideals; Tennyson; Evangeline. A worthy list of books, among which one should not find it difficult to select something to please almost any taste.

Then comes a window interesting to everybody of whatever strata of

(Continued on page six)

## Solomon Bros. & Lempert

### Clothing Manufacturers

Rochester, N. Y.

I will pay customers' expenses who will meet me at the Morton House, Grand Rapids, Mich., Wednesday and Thursday, June 7 and 8, where I will have on exhibition a full line of **Fall Clothing**.

M. J. ROGAN.

Will be at the Russell House, Detroit, Monday and Tuesday, June 5 and 6.

## A Necessity

If your trade demands the best candy, then you should have in stock that which is made by the

**Hanselman Candy Co.**  
Kalamazoo, Mich.

## Ten Strike Summer Assortment

10 Boxes 50 Pounds

A Display Tray with Every Box

Superior Chocolates, Assorted Cream Cakes, Cape Cod Berries, Messina Sweets, Apricot Tarts, Chocolate Covered Caramels, Oriental Crystals, Italian Cream Bon Bons, Fruit Nougatines, Ripe Fruits.

Try one case. Price \$6.75. Satisfaction guaranteed.

**PUTNAM FACTORY, National Candy Co.**  
Grand Rapids, Mich.

## S. B. & A. Chocolates

ALMOST EVERYWHERE

Manufactured at

Traverse City, Mich.



# Retail Grocers---Attention

The following letter, sent out to their retail trade by the Blom-Collier Co., of Keokuk, Iowa, one of the largest and most progressive firms engaged in the Wholesale Grocery Trade in Iowa, is significant, and we believe if their advice was followed by the retail grocers, it would greatly add to their profits.

## BLOM-COLLIER CO.

Wholesale Grocers

Keokuk, Iowa

We take pleasure in writing our Retail Customers for the third consecutive year in regard to the Cereal Food question. This part of the Retail Grocery business has, in the past few years, in spite of many obstacles, assumed very satisfactory proportions, and we are sure it can be greatly increased in volume and profit if you will adopt our suggestions.

We advise our customers to destroy or sell for poultry food the different brands of slow-selling cereal foods that now encumber your shelves. Every time you offer a package of one of these stale, slow-selling or defunct brands of food to your customers you are driving away trade from your store, also prejudicing people against one of the most profitable departments of the Retail Grocery trade. Almost every retail grocer at the present time has from one to a dozen brands of cereals which have ceased to sell, and the sooner they are off their shelves the better it will be for their business. These old, slow-selling cereals are very apt to become weavilly, thereby contaminating your new stock.

We recommend that you handle one brand of package cereal food, and let that brand be **Egg-O-See**, manufactured by **The Egg-O-See Cereal Company**, Quincy, Illinois. We know that **Egg-O-See** meets all the requirements of the trade. It is the highest grade of cereal food in the world. It is sold at the popular price of ten cents per package. The manufacturers of **Egg-O-See** have always allowed a liberal percentage of profit to the retail grocer for selling it. The business methods of that company have always been fair and honest with the retailers. They have never resorted to premiums, coupons or schemes of any kind to influence trade to their brand to the loss and detriment of the retail grocer. **Egg-O-See** is, to-day, the best advertised and by all odds the most favorably known brand of cereal food upon the market. Why not give your customers a package of food that you know is the very best made and thereby satisfy them and increase your business by making a repeating, permanent customer?

We wish to call your attention to the fact that at the present time several of the companies that have been trying to sell their goods for the last few years at inflated prices, and have made a failure of it, have now marked their goods down to ten cents, and are making a bid for your trade. We advise you to go very slow with these goods, as we consider that when a company has made a failure of a cereal food at one price, it is next to impossible for them to resurrect it by making a lower price. We know it is not necessary to warn you against buying the brands of food containing cups and saucers and premiums in the packages.

Take our advice—**Stock Egg-O-See**, push the sale of it exclusively, and we are sure that you will double your profits in the cereal department of your business this year.

Yours truly,

BLOM-COLLIER CO.



### Movements of Merchants.

Millington—Mrs. Hiram Glynn has opened a new bakery.

Tekonsha—Albert Peters has opened his new grocery store.

Coldwater—Frank Fiske has engaged in the grocery business.

South Range—M. A. Renaud will shortly open a new drug store at this place.

Lake City—Blair F. Scott is succeeded in the drug business by Roche & Doudna.

Mt. Clemens—W. F. Miller succeeds Henry Volkenant in the grocery business.

Jackson—Wm. J. Dowsett is succeeded in the plumbing business by the W. J. Dowsett Co.

Flint—The harness business of Samuel Crozier has been closed out under a chattel mortgage.

Bloomington—F. A. Smith is succeeded in the bakery and grocery business by C. N. Clark & Co.

Munith—W. H. Weeks will continue the general store business formerly conducted by Weeks & Orr.

Cheboygan—Leonard Lesky has leased the second floor over Doherty's grocery and will engage in the manufacture of cigars.

Charlotte—Griffin & Graves, shoe dealers, will shortly dissolve partnership to enable Mr. Graves to engage in business at Detroit.

Kalamo—Gridley & Slosson are succeeded in the hardware and grocery business by Wm. Lane, who will take possession June 1.

Glencoe—The grocery and dry goods business formerly conducted by Thompson Shepard will be conducted by Lovelace & Co.

Sturgis—A. D. Sturgis, whose drug stock at Lowell was recently destroyed by fire, will shortly engage in the drug business at this place.

Grand Haven—J. W. Verhoeks has sold his grocery stock to Van Zanten & Fisher, who will continue the business at the same location.

Albion—W. J. Morse has purchased the interest of C. W. Toland in the Morse Clothing Co. and will continue the business under the same style.

Holland—G. H. Tien has begun the erection of a new store building on Central avenue, in which he will open a grocery store and meat market.

Harbor Springs—S. J. Arner has retired from the drug firm of I. W. Hicks & Co. The remaining partner will continue the business under the style of I. W. Hicks.

Tekonsha—C. W. Toland has purchased the interest of W. J. Morse in the clothing stock of Morse & Toland and will continue the business under the style of C. W. Toland.

St. Clair—The drug and grocery business conducted in the past by T. J. Millikin will be known hereafter under the firm name of Millikin & Son. M. H. Millikin, who has spent the past year in Birmingham, Ala., will enter into partnership with his father.

Muskegon—J. P. Hansen, who has been in business at Rhinelander, Wis., will engage in the clothing and shoe business in the corner store of the Merrill block about June 15.

Roscommon—Mrs. Annie Kiely, who conducts a grocery and clothing store, has taken a partner in the business, which they will continue under the style of Kiely & Gibbons.

Coldwater—B. W. Carlisle, who engaged in the clothing business here about a year ago, is compelled to close out his stock on account of poor health and will remove to Phoenix, Arizona.

Vassar—George Eldridge has rented the Root store building, corner Huron avenue and River streets, and will embark in the grocery business. P. B. Paulger will be associated with him as head salesman.

Old Mission—Henry Lardie, who is the merchant of this place, while playing ball Saturday afternoon with a crowd of boys, fell while running and broke the bone in his right leg just above the ankle.

Marcellus—Geo. Scott has bought of D. J. Brown the building formerly owned and occupied by his son, Ernest Brown, and will move it to his lot opposite the flouring mill and again open a harness shop.

Kalkaska—Burt Wright has purchased the grocery stock of W. H. G. Phelps and in the future will conduct that part of the business in his own interest. Mr. Phelps will continue with the bakery department.

Coral—Frank Millard, of Belding, has leased the store room in the Harris building and will in two or three weeks open a bazaar store. He will be assisted by his wife, who has had considerable experience in that line.

Elk Rapids—Wm. K. Walker, formerly prescription clerk for the S. A. Martin Estate drug store, at Holland, has purchased the Chas. E. Mahan (T. W. Preston) drug stock here and will continue the business at the same location.

Battle Creek—The drug stock of B. N. Beedon, 8 Main street, west, has become the property of William Peet, its successful head clerk. The store will be closed a few days for inventory. Mr. Beedon will represent Eggo-See hereafter.

Flat Rock—Willett S. Morey's dry goods store is again open for business, after being closed for two weeks to allow the appraisers to inventory the stock. The business will be run under the name of the W. S. Morey Co. and W. D. Cochran will be in charge.

Fenton—W. D. Predmore, grocer, has filed a voluntary petition in bankruptcy in the U. S. District Court at Bay City. The schedule filed shows indebtedness to the amount of \$2,448, and estimated assets to the amount of \$822. A meeting of creditors will be called at an early date and the bankruptcy proceedings will be wound up as speedily as possible. Mr. Predmore has been in the grocery business for some years, but hard competition and a shrinkage in business has compelled the move.

Mt. Morris—Marshall Lefurgey, furniture dealer and undertaker, and Harold C. Sawyer, who conducts a grocery and meat market, have consolidated their interests under the form of a partnership and will continue business under the style of Sawyer & Lefurgey.

Saginaw—F. J. Kelsey has opened a new store at 118 N. Jefferson avenue, where he will handle a line of stationery, periodicals and variety goods. The new store is not to interfere in any way with his store at 216 Genesee avenue, which is to be continued as heretofore.

Traverse City—J. W. Lane has purchased the Lawrence bakery, corner Seventh and Union streets, taking possession yesterday morning. He will conduct both the bakery and the Front street branch under the name of Queen City bakery. The old force will be retained, with the addition of a new baker.

Menominee—The new store of the Triumph Food Co. has opened for business in the old Variety store building on upper Ogden avenue. The store will handle a line of groceries and household necessities and will carry a full line of health foods such as the Triumph Co. prepares. The new store will be under the management of Eugene Gainer.

Muskegon—J. T. Simonson and Paul S. Moon have organized as J. T. Simonson & Co., to buy up old and second hand machinery and repair and sell to new sawmills and factories. The firm will do a general mill equipping and erecting business and expects to erect in the near future several large mills in Michigan and other states.

Port Huron—The Empire Produce Co. is handling about 1,000 cases of eggs and about 8,000 pounds of packing stock butter per day. The creamery churns on an average of about 15,000 pounds of butter per day. At the present time the company have forty branch houses, thirty cream stations, ninety-eight cream routes in operation and something like 3,800 cream patrons shipping in cream. The company has about 250 people on its pay roll and daily current expenses are about \$1,000 per day. The average amount paid out for produce per day throughout the State is between \$8,000 and \$9,000.

### Manufacturing Matters.

Port Huron—The Port Huron Bread Co. will double its capacity.

Petoskey—Boyington, Thomas & Co. have engaged in the manufacture of cigars.

Battle Creek—The stockholders of the Tarta Fruit Co., Ltd., have decided to wind up the business and liquidate the indebtedness.

Lansing—William Peterson, who has for a long time conducted the little red mill on the mill race at North Lansing, is building a feed mill on Washington avenue.

Rose City—Hampton & Sherman have taken a contract to cut several million feet of timber for Penoyar Bros., of Bay City, the timber being located near Red Oak, Oscoda county. The timber will be cut by a large portable mill.

Muskegon—The three big factories of the American Electric Fuse Co., which are being assembled in this city from Chicago, Adrian and Milwaukee, will start operations here in full blast before another week. Several skilled mechanics will be employed.

Leslie—A corporation has been formed under the style of the Economy Cement Post Machine Co. for the purpose of manufacturing and selling fence posts. The company is capitalized at \$9,000, all subscribed and \$180 paid in in cash and \$8,100 in property.

Traverse City—The Oval Wood Dish Co. has ordered two Corliss engines to supplant the five engines now in use at the factory. The company started January 1 with a stock of 19,000,000 feet of logs and has been operating with a full force since that time, the sawmill running nights.

Saginaw—E. A. Robertson & Co., manufacturers of women's waists, have merged their business into a stock company under the style of the E. A. Robertson Company, with an authorized capital stock of \$25,000, all of which has been subscribed and \$18,000 paid in in cash and \$7,000 in property.

Pontiac—H. J. Elliott, of Argentine, has purchased the business of the Pontiac Milling Co. of Yerkes Bros. Mr. Elliott states that placing silverware checks in the sacks of flour is to be discontinued, and the money heretofore expended for silverware will be used to provide a better quality of flour.

Owosso—Mueiler Brothers have merged their business into a stock company under the style of the Mueiler Brothers Brewing Co., for the purpose of continuing the manufacture and sale of malted liquors. The corporation is capitalized at \$100,000, of which \$94,000 has been subscribed and \$80,000 paid in in property.

Bay City—I. A. Shannon and other gentlemen have become interested in plans for the establishment of a casket factory in this city and expect to have the plant in operation within thirty days. The Shannon carriage factory on Saginaw street will be utilized for the business and some changes in the construction will be made as soon as matters warrant.

Gladstone—The Gladstone flour mill, which has been idle the past several years, is to resume operations under a new management and with nearly a complete new outfit of machinery. The mill will be operated by the A. A. Freeman Milling Co., and H. E. Brooks, a miller of many years' experience, will act as general superintendent and manager. The mill will have a capacity of 250 barrels each working day.

**Commercial Credit Co. Limited**  
 CREDIT ADVICES  
 COLLECTIONS AND  
 LITIGATION  
 WIDDICOMB BLDG. GRAND RAPIDS.  
 DETROIT OPERA HOUSE BLOCK, DETROIT.  
 WE FURNISH PROTECTION AGAINST  
 WORTHLESS ACCOUNTS  
 AND COLLECT ALL OTHERS





Robert Day has purchased a grocery stock of the Judson Grocer Company and will engage in business at Bellaire.

D. Reimersma will conduct a grocery store at 320 East Leonard street. The Judson Grocer Company furnished the stock.

J. A. Valentine, of Cutcheon, has engaged in the grocery business and purchased his stock of the Judson Grocer Company.

J. D. Andrews, meat dealer at Petoskey, has added a line of groceries. The Lemon & Wheeler Company furnished the stock.

Cole Bros. & Crawford have engaged in the grocery business at Coloma, purchasing the stock of the Judson Grocer Company.

Henry Green, whose office is at 80 Gilbert, has merged his contracting and building business into a stock company with an authorized capital stock of \$5,000, all of which has been subscribed and paid in in property. The corporation will be known as the Henry Green Co.

To stimulate the interest of the public in bird lore, and especially that of the youth of the community, a Monroe street firm is offering three fine bird books as prizes to the three persons (man, woman or child) who shall send in the most names of the birds on exhibition in the window on a small artificial tree. The contest is open up to and including Saturday, June 10. The names of the birds need not be the Latin names, simply the common, everyday names by which they are best known. To the person sending in the largest number of names will be awarded Bird Neighbors, An Introductory Acquaintance with One Hundred and Fifty of Our Common Birds, by Neltje Blanchan (Mrs. Nellie Blanchan De Graff Doubleday). The one sending in the second largest list will receive Olive Thorne Miller's Second Bird Book. The third prize is Everyday Birds, the author of which is Bradford Torrey. H. E. Sargent, Curator of the Museum, is to be the Judge. The prizes are all by acknowledged authorities on the subject treated and are well worth striving for.

Louis Hoffman was convicted in the Kent Circuit Court last Saturday of grand larceny. He was to be sentenced this morning, but action was postponed one week at the request of defendant's attorney. The specific charge on which Hoffman was convicted was the larceny of a carload of apples from the Vinkemulder Co. Hoffman was engaged in buying apples last October in Byron Center and Dorr and sold a particular carload, specified in the complaint, to the Vinkemulder Co. and afterwards billed the same car to L. Starks Co. The

testimony showed that the defendant victimized other dealers here, securing property to the amount of several thousand dollars. He thereupon skipped to Canada, locating in Toronto, and it cost Kent county about \$700 to bring him back to Grand Rapids on account of the desperation with which he fought requisition proceedings. The case was bitterly contested in the Kent Circuit Court, Hoffman having the benefit of the best legal talent, which was paid for from a fund contributed by local Hebrews, who disliked to see a representative of their race convicted of a crime, which, by the way, is a very unusual proceeding.

#### The Grain Market.

The wheat market has shown very little change for the week. The visible supply has shown a decrease of 1,303,000 bushels, corn 89,000 bushels and oats 1,080,000 bushels. Damaging reports continue to come in from the Southwest; at the same time we think these reports should be largely discounted, as the Southwest seems to be supplying a liberal line of selling orders for both July and September wheat, and the two do not look well together. While there has undoubtedly been considerable damage from rust and fly, this must be expected from some sections, but taking the crop as a whole we have a fine outlook, and there will be plenty for domestic use and a good liberal surplus from which to export.

There has been a very free movement of corn on the decline, over a thousand cars in Chicago Monday, and of the arrivals practically 65 per cent. grading contract corn. The small decrease in the visible supply would indicate a good strong demand from all sources. The ground corn and oat trade is increasing again; in fact, the trade is better on all classes of feed stuffs.

Oats continue weak, with the market tending lower and receipts quite liberal; at the same time the market is not sluggish by any means. There is a fair trade and receipts are well taken care of from week to week.

L. Fred Peabody.

#### The Boys Behind the Counter.

Saginaw—G. W. F. Hesse, who recently took charge of the Jay Smith & Son branch drug store, has left that position and contemplates establishing a business for himself. The matter of location is not fully determined. Mr. Brenner succeeds him as manager of the Jay Smith & Son branch.

Port Huron—M. L. Emmons, for the past fifteen years connected with the store of J. W. Goulding & Co., has taken a situation with the Balentine Co.

#### Will Go To Lansing This Year.

Bay City, May 30—The Grocers and Butchers have reconsidered their intention to go to Port Huron on their annual outing and have contracted with the Michigan Central to carry the excursion to Lansing instead.

#### The Grocery Market.

Sugar—No further change in price has taken place since our last report. Conditions are still peculiar and there is no certainty as to what course the market will take. The raw market would almost warrant a decline, but the fact that the refiners own most of their raw sugar at a higher price than the present range, would indicate that they would not voluntarily lower the price of refined. This is particularly true in view of the fact that the season of largest consumption is close at hand. Within thirty days the canning season will be under way and for several months after that sugar will be consumed in large quantities. Jobbers report buying as fairly liberal, but hardly up to expectations for this season of the year.

Tea—Teas are generally regarded as a good purchase by the brokers. There are many possibilities in the market that would make for higher prices if they should develop into probabilities. Among these are the proposed import tax and developments adverse to the Japanese interests in the war. The trade is steady without much change.

Coffee—The policy of buyers all over the country seems to be a waiting one, owing to the uncertainty over the size of the coming crop. Stocks are being allowed to get very light for this reason and when the buying comes it will probably be heavy. In this country the market for Rio and Santos coffee is soft and weak, although fairly firm in Brazil. Milds are steady and unchanged. Java is unchanged and steady and Mocha firm.

Syrups and Molasses—Sugar syrup is in light demand at unchanged prices. Molasses is in light demand at unchanged prices. Glucose is unchanged for the week, which is rather remarkable, considering the fact that corn has advanced several cents further. Compound syrup is unchanged and the demand fair.

Canned Goods—Prices have not yet been made on the new pack of California fruits. It is about time that the Association made these figures, but it does not seem to be in any hurry this year. The outlook for the crop is rather indefinite, and the packers are waiting until better assured of the crop before making new prices. It is anticipated that the figures will not be much different from last year. Cherries may be higher on account of the light crop and pears are also likely to be high on that account. There is a very good demand for spot salmon and stocks are in small compass. Several of the packers of Columbia River Chinook fish have withdrawn their quotations as they are sold up to the limit. The pack of the Columbia River fish is only 50 per cent. of what it was last year at this time and the orders are heavier than then. This indicates a high range of salmon prices. Figures on the new pack of Sockeye have not been made. The spring pack of clams is being received in this market. Littlenecks are 10c higher than last year for the one and two-pounds. Shrimps are scarce and the outlook for the spring pack is dis-

couraging on account of storms on the Gulf coast. There are plenty of tomatoes on hand and jobbers are making some excellent offers to the trade. It is hardly expected that the market will be much firmer before the new crop comes on, as there are too many tomatoes to be unloaded before that time. In the Northwest the consumption of tomatoes is good. Corn is in about the same boat as tomatoes. Supplies are not so large, perhaps, but they are large enough so that no one is worrying about the future. Peas are very good sellers. The coming on the market of green peas has created a wide demand for the canned goods. String beans are also affected by this same cause. Prices have been advanced 25c per dozen on the new pack of asparagus. Large sales are accountable for this. Other vegetables are not in much demand owing to the abundance of green goods.

Dried Fruits—Peaches are dull and unchanged, both spot and future. The demand for the latter is extremely light. Seeded raisins are doing their usual business, but only from hand to mouth for actual wants. Loose raisins are in light supply and steady. The demand is light, however. Apricots are very dull and quiet, prices being unchanged. Currants are in good demand from bakers' supply people, but the grocery demand is light. Spot prunes are unchanged and in fair demand. Stocks are clearing up and first quality fruit is scarce. There is no change in the price of any grade. Size 30 is practically out of the market. Some packers have named prices on new prunes, 50-60s, on a 2½c basis, with a ¼c premium on 40s when ordered with 50-60s. No price has yet been made on the small sizes, which seem likely to be extremely scarce. No business has as yet been done on futures, owing to the much lower price on spot goods.

#### Butter, Eggs, Poultry, Beans and Potatoes at Buffalo.

Buffalo, May 31—Creamery, 20¢@22¢; dairy, fresh, 17¢@18¢; poor, 14¢@16¢.

Eggs—Fresh, 17¢@17½¢.

Live Poultry—Fowls, 14¢@15¢; ducks, 15¢@16¢; geese, 12¢.

Dressed Poultry—Turkeys, 17¢@20¢; fowls, 14¢@16¢; old cox, 11¢; ducks, 15¢@16¢.

Beans—Hand picked marrows, new, \$2.75@2.85; mediums, \$2.15; peas, \$1.75@1.80; red kidney, \$2.50@2.60; white kidney, \$2.75@2.90.

Potatoes—Round white, 25¢@30¢; mixed and red, 23¢@25¢.

Rea & Witzig.

Saginaw—The Saginaw Produce and Cold Storage Co. will not operate all its cheese factories this season. The growth of the creamery business and the several companies who are gathering and shipping cream affords allurements for the owners of herds that the cheese men can not compete with successfully at the present price of cheese. Should the cream business spread the price of cheese will necessarily advance.

**WINDOW TRIMMING.**

(Continued from page two)

society—a window of beautiful and peculiar stuffed birds, in glass cases and out.

Among the latter is a raven (*Corvus corax*), habitat given as "Northern U. S." Thought I, "That's the biggest crow I ever saw!" Perhaps others made the same error, for the somber bird looks exactly like an enormous crow. One can but wonder, Can he be Poe's raven and have "flitted from his chamber door!" so intimately is he associated with that melancholy poet.

The bird standing next to the raven is, I think, some species of crane. He stands fully three feet "in his stockings," as it were; a handsome specimen.

Strewn all around on the floor of

ket. It would be time well spent. Books of Out-of-Door Life for old and young is the placard accompanying this absorbing exhibit in natural history.

The Palmer Co. follows up this window with this advertisement in the daily papers, which should bring "the stanger within their gates."

**Birds**

If you are fond of birds, our display window will delight your eye.

There we have on exhibition a great assortment of the feathered beauties, These are shown in connection with Nature Books, which are at this season of deep interest to students of out-of-door life.



Patronizing Home Stores vs. Mail Order Establishments.

this space are books treating of animals and outdoor life. Among them I noticed the following:

Animal Anecdotes; Field Book of Wild Birds and Their Music; The Flower Garden, A Handbook of Practical Garden Lore; The Mushroom Book; The Moth Book; The Butterfly Book; Another Hardy Garden Book; Agriculture for Beginners; The Nursery Book; Our Noblest Friend, the Horse; Bird Craft; Bird Neighbors, An Introductory Acquaintance with One Hundred and Fifty of Our Common Birds. Good clean books—every one of them—to be placed in the hands of the young.

Some of the birds are loaned by Dr. E. S. Holmes, of the Museum, at the corner of Jefferson avenue and Washington street, which outside merchants and their families should take the opportunity to visit on some of their numerous trips to this mar-

This is a business-bringing exhibit and business-bringing publicity.

\* \* \*

Space is given this week to a fine halftone of the Spring Dry Goods Company's exhibit of the

Edwin C. Burt  
Shoe for Women

The picture speaks for itself, so comment is unnecessary. The photograph was taken on an isochromatic plate and shows well the light and shade values and the differences in color of the shoes. If taken with an ordinary plate they all would have appeared simply black and white and the elegant rug would have shown no design whatever—only a flat dark surface.

Many are willing God should guide them if they are allowed to guide him.

Did you know coffee was used 1,000 years ago in Abyssinia and was brought to England in the year 1600? And did you know that in 1903 there was consumed in this country 457,533 tons (not pounds)? Think of that, for it means 11½ pounds to each man, woman and child.

Its increase in use has been on an average 20,000,000 pounds per year lately, and the sale of our

# Quaker Coffee

has increased in the same ratio. Why? Because dealer and consumer know it to be The Best—"Q. E. D."

## WORDEN GROCER COMPANY

Distributors

Grand Rapids, Michigan

Merchants' Half Fare Excursion Rates every day to Grand Rapids.  
Send for circular.

# BEN-HUR



# CIGARS

Second to none. Superior to any. Duplicate of nothing. Model for all.  
The kind wise men smoke, wise merchants sell.

## WORDEN GROCER COMPANY

GRAND RAPIDS, MICH.

Distributors for Western Michigan





### Special Features of the Grocery and Produce Trade.

Special Correspondence.

New York, May 27—The spot coffee market has had a comparatively good week. Orders have come in quite freely from local and out-of-town dealers, and while no very large lots seem to have changed hands, the total volume is of good dimensions and sellers are not seemingly anxious to part with holdings on the present basis. Rio No. 7 is worth 77½c, and this seems pretty well established, although some report a fraction lower being made by a Rio house. The whole tone of the market is firmer. In store and afloat there are 3,986,433 bags, against 2,798,758 bags at the same time last year. West India coffees have met with only fair enquiry, but importers are not at all inclined to shade quotations. Good Cucuta, 9¼@9½c, and good average Bogota, 10¾@11c.

Every day shows improvement in the sugar trade and the market shows a steady upward tendency, Arbuckles being the only ones who keep below what seems to be "official" figures. While most of the trading has been in withdrawals under previous contracts, there is a pretty good volume of new business.

There is a slight but steady improvement in the tea trade and almost every call made found a better feeling than has prevailed for some time. If the business of the past ten days will continue the season will be in a "blaze of glory." No changes are reported in quotations, but it is something to say that rates are firmly maintained.

The better feeling noted of late in the rice trade continues and quotations are firm. Supplies are not especially large, although there is enough to go around. Prime to choice domestic, 3½@4c.

Spices have been moving with just about the average midsummer velocity. Neither buyer nor seller seem to be much interested in the situation and matters simply drag. Little, if any, change is to be noted in rates, and supplies are sufficiently large for requirements, although there is no glut.

Grocery grades of molasses, both foreign and domestic, have been in rather light movement as the season is so far advanced. The main business has been simply withdrawals under old contracts. Offerings are not large and quotations are practically without change. Syrups are firm, with a pretty good call from the export trade.

Jobbers seem to be having a better demand for canned goods, and tomatoes especially have had a pretty fair week. Stocks of really desirable goods are pretty well cleaned up, and it is hoped the good work may continue. It will take a most active year to reduce the supplies to a point

where there will be any profit to packers, but "every little helps." It is rather to be hoped that quotations will show no material advance, as it will result in the establishment of a lot more canneries, and the number already under way is large enough for comfort in all conscience. The big department stores are disposing of big quantities of canned goods at bargain prices, and they sell an enormous quantity every day. Not much activity is being shown in futures and there is a feeling in some directions

that this branch of trade has been rather overdone in past years.

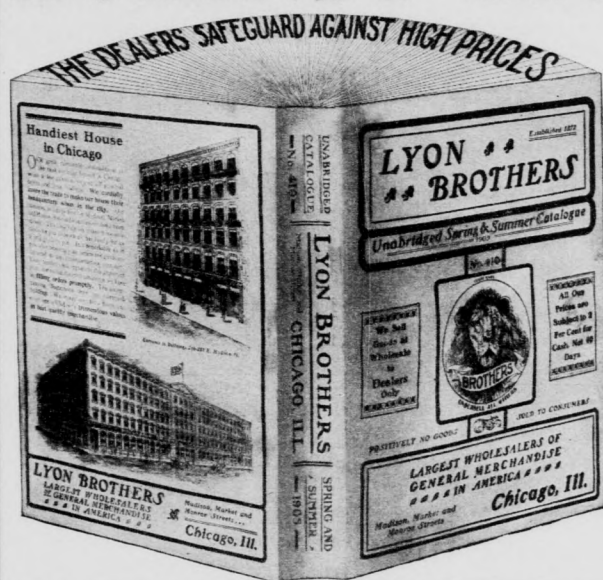
There is a very quiet market for dried fruits. Buyers take the smallest possible quantities and there is hardly an article that is moving with freedom. Prunes seem to be improving a little, but there is no movement that is especially interesting.

Heavy receipts of butter have caused some decline. There was some accumulation from last week, and this is considerable by this time. The demand has been fairly good, but there

is too large a supply for comfort and quotations have shown a decline. Extra creamery, 22c; seconds to firsts, 20@21½c; imitation creamery, 18@20c, latter for fancy stock; Western factory, 17@19c; renovated, 17@19½c.

The week closes in the egg market with a feeling of demoralization. supplies have been large and the quality of a good deal of the stock is not very desirable. Best Western grades, 17½@18c and average sorts, 16@17c.

# FOR YOUR PROTECTION AGAINST HIGH PRICES



you need our catalogue. We guarantee to save you **10 to 15 per cent** on every thing. Is that an object to you? If so, write at once for our

**Unabridged Spring and Summer Catalogue No. C 410**

Sent free to *dealers only* on request, or with an order for any of the goods listed below.

These prices indicate the savings we make you; send a trial order and test the values for yourself

## YOU CAN'T MATCH THIS

Lipped Sauce Pans, 4-quart size

at **72c** doz.



202 Lipped sauce pans, plain, stamped, with long heavy riveted handle, in 4-quart size, guaranteed perfect. Packed one-half dozen in a package. Doz..... **72c**

## MILK PANS

5-quart size, plain

at **43c** doz.



Made of heavy I. C. plate, stamped. The greatest tinware bargain offered. Packed one dozen in package. 5 qt. size. Doz..... **43c**

## RINSING PANS

Full 8-quart size

at **83c** doz.



Plain I. C. rinsing pans, stamped, with strong riveted malleable iron handles. Guaranteed full 8 quart size. Packed one-half dozen in package. Doz..... **83c**

## OIL STOVE TEA KETTLES

Size 7½ inches

at **89c** doz.



01½ Made of heavy quality plate, plain stamped body, strong handle and spout. Size 7½ inches, capacity 1½ quarts. Doz..... **89c**

## COVERED PAILS

4-quart size only **79c** doz.



Covered pail, made of very heavy plate, strong wire handle, well made, superior finish throughout. Packed one dozen in a crate, no less sold. Full 4 quart size. Doz..... **79c**

## ACME FRY PANS

9-inch size

only **69c** doz.



The Acme Fry Pan, deep pattern, lipped and polished. The greatest value offered by any wholesale house. Packed one-half dozen in package. Our price, doz..... **69c**



**LYON BROTHERS** MADISON, MARKET AND MONROE STS.

**CHICAGO, ILL.**

LARGEST WHOLESALE OF GENERAL MERCHANDISE IN AMERICA.

POSITIVELY NO GOODS SOLD TO CONSUMERS



DEVOTED TO THE BEST INTERESTS  
OF BUSINESS MEN.

Published Weekly by  
**TRADESMAN COMPANY**  
Grand Rapids, Mich.

#### Subscription Price

Two dollars per year, payable in advance.

No subscription accepted unless accompanied by a signed order and the price of the first year's subscription.

Without specific instructions to the contrary all subscriptions are continued indefinitely. Orders to discontinue must be accompanied by payment to date.

Sample copies, 5 cents each.

Extra copies of current issues, 5 cents; of issues a month or more old, 10 cents; of issues a year or more old, \$1.

Entered at the Grand Rapids Postoffice.

E. A. STOWE, Editor.

Wednesday, May 31, 1905

#### THE OPEN SHOP.

I find that every man comes into this world with a mouth to be fed and a back to be clothed; that each has also two hands, and I infer that those hands are meant to feed that mouth and clothe that back. And I warn you that any institution which deprives them of that right and the rights deducible from it, strikes at the very roots of natural justice, which is also political wisdom.—Abraham Lincoln.

#### THE HOUSE OF ROTHSCHILD.

The house of Rothschild has had more to do with national and international finance than have all other bankers of modern times. It was founded by Meyer Anselm Rothschild, a Jew of Frankfort-on-the-Main, in Germany, in the latter half of the eighteenth century. He had been a clerk in a banking house and subsequently set up in business at Frankfort for himself. It is related that during the Napoleonic wars he had a large trust fund left in his hands by a political refugee, who was forced to escape abroad, and that he made such use of it that not only was he able to restore it with interest, but he had also acquired great wealth.

In 1813, after Napoleon's disastrous retreat from Russia, the various European countries which he had conquered and subjected rose against him. They needed money and they were able to borrow from Rothschild. In twelve years he had raised and loaned out to governments \$500,000,000, of which England got \$200,000,000; Austria, \$50,000,000; Prussia, \$40,000,000; France, \$80,000,000; the Kingdom of Naples, \$50,000,000 and Russia, \$25,000,000.

By these operations the Rothschild house so established intimate and interdependent financial relations with the various European nations that they were all more or less interested in protecting the Rothschilds, no matter what might be the result of international wars. In the meantime, the five sons of the original Meyer Rothschild were brought up to the business and were successively located in the chief European capitals in charge of branch houses. Anselm, the eldest, remained in Frankfort,

while Solomon was established at Vienna, Nathan at London, Karl at Naples and Jacob at Paris. Several were ennobled with the title of Baron. Lionel Nathan, born in 1808, was the first Jew admitted to the British Parliament.

The business of the house of Rothschild has been chiefly the lending of money to nations, and in the course of its existence it has furnished to the British government a billion of dollars, with large loans to other nations. All the branch houses have always worked together, and it is said that every important operation has always been laid before all the members of the firm as a fundamental rule of business. Another has been to fix definite limits to each deal and never to attempt to secure undue or exorbitant profits. All business is conducted on sound principles, and this house, which has been an important factor for more than a century in the world's finance, is the strongest moneyed institution on the globe.

#### A MICHIGAN CORPORATION?

The reorganized Bell Telephone Co. in this State, the Michigan State Telephone Co., has attempted frequently since said reorganization to convince the public that it is a genuine local institution, with Michigan stockholders, etc., etc.—on substantially the same terms as the independent companies of the State. The real value of this claim is shown in the last annual report of the company.

On January 1 last it had issued \$8,285,000 of its \$10,000,000 of authorized capital stock (\$6,000,000 of common and \$4,000,000 of preferred). Of this large sum fifty Michigan people own \$170,000, or but 2 per cent. And of these fifty persons a precise half own but one, two and three shares (of \$100 each) apiece! It is quite evident that even when the common stock of the company was going at little or nothing on the dollar, few could be induced to even assume an appearance of interest in the would-be monopoly, which, in the light of the past, does not surprise the Tradesman.

Detroit is now called the "Pill City." It is said that 70 per cent. of the pill product of the United States is manufactured in that city. It has several large drug manufacturing houses, and, in fact, does a larger business in that line than any other place in the United States. The word "pill" embraces not only the old-fashioned article, resembling a shot, but oval, square, flat and every other shape of tablet and pellet.

In one of the high heels of a pair of shoes delivered to a wealthy woman in Uniontown, Pa., was accidentally found a charge of nitro-glycerine and dynamite, which would have exploded on the slightest impact. The possibility that high heels may be used to assassinate the wearer may possibly make them less fashionable.

No department store has yet added a menagerie to its list of attractions—but lots of women get bit just the same at the bargain counters.

#### THE SOCIAL REVOLUTION.

Prophecy, when not divinely inspired, is mere guesswork, measured by the intelligence and imagination of the self-appointed prophets.

Once on a time there were holy seers who saw, by the light of divine spiritual illumination, far into futurity, in which, as in a vast kaleidoscope, the destinies of nations and peoples were pictured in dim and often confused panoramic portrayals. But whether these visions were vivid and distinct, or the contrary, it is the declaration of all history that no attention was paid to such divine warnings, and when the predicted calamities fell upon mankind the victims were always found unprepared and unguarded, and they were overwhelmed as completely and hopelessly as if there had been no warning. It is declared that this was the situation in the time of Noah, when the deluge which is associated with his name engulfed and swept away the inhabitants of the countries in which his prophecies had been preached, but all to no purpose.

In the absence of authorized forecasters of the future, there is no lack of those who set up in the business for themselves, and put forth such dreams and guesses as, possibly, they have themselves come to believe, and which they seek to impress upon others. Modern prophecies of the end of the world and of dire calamities which are to fall upon the human race have become so absurd after they have been often repeated and proved abortive that they are treated with the contempt they merit and sensible people fall back upon the well-known declaration of Patrick Henry, the forerunner of the American Revolution of 1776, that experience of the past is the only reliable guide to the changes possible in human affairs in the future.

In a recent issue of the New York Independent Prof. Edward Alsworth Ross, of the University of Nebraska, undertakes a prophecy of the near future of American society. He foretells a most glowing state of affairs. He sees the power of Mammon, of commercialism, overthrown, and in its place erected a standard of excellence and aristocracy which he styles "efficiency." It is extremely difficult to see what he means by efficiency as a standard of social worth and dignity, but here is his attempted explanation:

"Relief from Mammonism will come, not from a hallelujah revival, but from a revolution in opinion; not change of heart, but change in the standard of human worth. The coming standard will not be birth, for the old aristocratic principle is dead. It will not be prowess, for the sword arm can not put itself in evidence now that war is passing away. Culture, being power to enjoy rather than power to do, can never become the universal measure of worth in our hustle civilization. Character standing alone does not appeal strongly to the many and does not admit of easily discriminated degrees. The only graduated test of man's worth that can dispute the sway of the pecuniary standard, the test that is as congenial

to our industrialism as prowess was to militancy, is efficiency. When tomorrow's morrow, graft-stricken and desperate, lights Diogenes' lamp and looks about for an honest man it will find him in the trained expert, fortified with a professional ethics, who, next to a living for Molly and the babies, cares for nothing so much as the 'Well done, old man!' of his brother experts.

"No Savonarola will uprear the new goal, but certain regenerative forces that are quietly gathering at the heart of society. Our crowded colleges are rearing a breed that will not dance before the golden calf, and from these centers most of the social leadership of the future is bound to come. From schools of engineering, business, journalism, social work and the public service moral ozone will spread into new quarters."

It is difficult to see just what the Professor means. Of course, under conditions where social equality prevails, birth and family count for nothing, but it is not easy to understand why character is to be counted out, and as for "efficiency," that is an extremely indefinite thing. Efficiency to-day means the "doing of things." The man who, from poverty, becomes a great capitalist is efficient. The man who works his way to importance or prominence in public affairs is said to be efficient. He may be a politician, a captain of industry, a soldier or anything else, he is efficient if he succeeds.

That would be a poor standard of excellence truly and as for an aristocracy it would be no better than one of wealth, for much of the alleged efficiency is the result of moral crookedness and crime.

If we are to judge the future of this Republic by the history of other republics, of Rome and of France, it will be vastly more probable that they will furnish us a reasonable forecast. Political parties will array themselves on the respective issues of radicalism and conservatism. They will carry on a conflict until it ends in bloody war. It makes no difference which party wins, the final result will be the establishing of an empire. It was so with Rome. It was so with the first French republic, and it will be so with the last. It will be so, in all likelihood, with the great American Republic.

Then society will go on in the old channels, because human nature will be the same as it was from the beginning.

Five years ago there were less than 5,000 automobiles in the United States. To-day there are about 75,000 in use, representing a cost of \$90,000,000. A few years ago ability to cover ten or twelve miles an hour was thought to be satisfactory. To-day maintained speed of twenty to forty miles is common; in racing the mile has been done in 32 4-5 seconds, and a rate of eighty miles an hour has been averaged on long runs.

If a man falls in love with himself his life is rarely blighted by unrequited affection.



MEN OF MARK.

C. S. Hazeltine, President Hazeltine & Perkins Drug Co.

As the chain is no stronger than its weakest link, so will the structure be no stronger than its foundation. He who neglects the substructure will erect a building, a business, a career, reliable only in proportion as the foundation is reliable, although every possibility of strength may be secured and applied to that portion of the enterprise beyond its beginning. The wise, in an adaptation of the popular vernacular, will build "from beneath the ground up."

On every hand are evidences of the fallacy of a poor initiative and of the wisdom of its reverse. In material things—the laying of the keel of a great ship, of the foundation of a great building—these evidences are so plain that they stand as their own argument. In human effort they are illustrated at every step of progress—in the arts, sciences, professions and commercial pursuits. The self-made man is lauded for his successes; frequently by the thoughtless the gross error is made that to the very fact of some omission in his early training are due his achievements, but the thoughtful will recognize the fact that but for that omission those achievements would in all probability have been greater, more thorough, of continued advantage.

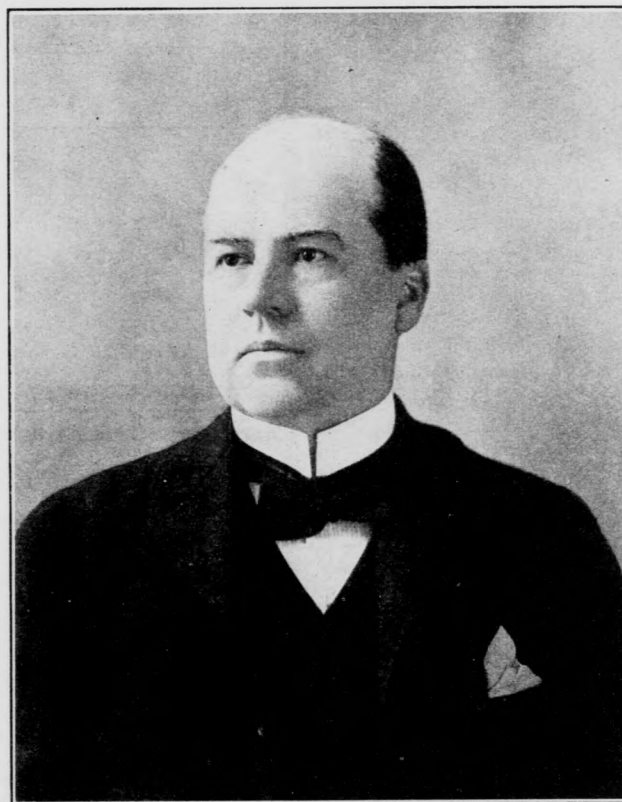
In the early development of the man a steady neglect here, a technical point slighted there, will leave an impress and an influence for weakness on all his future that the subject himself will have constant cause to regret and by which his future efforts will be handicapped. The first choice of a youth on the threshold of business life is rarely that actually pursued in later years. In the instance where it is, it is not given to anyone to study and master every detail necessary to a perfect consummation. The mastery of such details as are accessible is, however, within reach, and the farseeing will accomplish it against all obstacles.

If there is anything in heredity, a long line of professional ancestors, including doctors, lawyers and teachers, have transmitted to Dr. Hazeltine elements of character peculiarly fitting him for professional life. His father, Gilbert H. Hazeltine, was a noted physician and surgeon of Jamestown, N. Y., where he practiced for half a century and was widely known also as a writer and local historian. His grandfather, Laban Hazeltine, was of the same profession, and others of his ancestors were prominent in other professions. The family were early inhabitants of Vermont. Dr. Hazeltine was born at Jamestown, N. Y., Oct. 1, 1844, his mother having been Eliza C. Boss. It was the wish of his family that he should be a physician and his education had that destiny in view for him. With an academic education acquired at Jamestown and considerable progress in scientific study through elementary reading at home, he first attended a course of medical lectures at the University of Michigan and sub-

sequently entered the medical department of the University of Albany, graduating therefrom in 1866. He then, for a short time, attended the hospitals and colleges in New York. Following this for six months he had charge of the lying-in hospital at Buffalo. He then entered upon an active practice at Jamestown, but a physician's life proving distasteful to him, he retired from it after some eighteen months' trial and engaged in the drug business. Coming West in 1872 and stopping at Grand Rapids, he decided to locate here. He first interested himself in manufacturing, but soon formed a connection with Charles Shepard in the wholesale drug business, under the firm name of Shepard & Hazeltine, and from this beginning was evolved the present corporation, the Hazeltine & Perkins

United States Consul to Milan, Italy, September 16, 1893, under the second Cleveland administration, a position which he filled with credit both to his Government and to himself. After a service of two years, however, he resigned to resume his place in the drug house of which he is the head.

Dr. Hazeltine is a member of the vestry of St. Mark's church, of Grand Rapids, having been its junior warden; of the National Wholesale Druggists' Association; of the Grand Rapids Board of Trade, and of a number of social clubs. He is a Knight Templar and member of the Mystic Shrine. For many years he was an active member of the Board of Trustees of Butterworth Hospital and much was due to his efforts as its Secretary and Treasurer on its organ-



Dr. Charles S. Hazeltine

Drug Co., Mr. Shepard having sold his interest to Capt. C. G. Perkins, of Henderson, Ky., an intimate friend of the Doctor's. In 1888 Mr. Perkins' interest was purchased by Dr. Hazeltine and the business continued under the incorporated name. Under the management of Dr. Hazeltine, and as a natural consequence of honorable business methods, the business has acquired a practical monopoly of the jobbing drug trade of Western Michigan and compares favorably in extent and influence with its older competitors in Detroit and Chicago.

Dr. Hazeltine is a director in the Grand Rapids National Bank and has other collateral business interests. Politically, he was first a Republican, but President Cleveland's policy in his first term won him over to the Democracy and he became an enthusiastic Jeffersonian. He was appoint-

ized and during the construction of its building.

Dr. Hazeltine has been twice married, his first wife having been Miss Ella C. Burnell, daughter of Madison Burnell, a noted criminal lawyer of New York, to whom he was married at Jamestown, N. Y., in 1868. After her death, Miss Anna O. Fox, daughter of George H. Fox, of Boston, Mass., became Mrs. Hazeltine in 1875. He has three daughters and a son.

Business Is Business.

S. W. Stratton, of the Department of Commerce and Labor, was talking about a small firm that had failed in business.

"Some of the actions of this firm," he said, smiling, "made me think of an old shoemaker in a little Illinois town.

"To this shoemaker a man took, one day, a pair of shoes to be half-soled and heeled.

"How much will it be?" he asked.

"One dollar," said the shoemaker.

"And when will they be done?"

"Day after to-morrow."

"The man paid for the shoes in advance, and in two days he called for them. But he found the shoemaker's shop closed and the shutters up.

"What can this mean?" he muttered to himself, and he banged on the door.

"An upstairs window opened, the old shoemaker stuck out his head and said in a sour voice:

"Well, what do you want?"

"I want my shoes," returned the other. "I want the shoes you mended for me."

"But I've failed," he said. "I've closed down. Everybody knows that."

"That makes no difference to me," yelled the patron. "Give me my shoes, whether you've closed down or not."

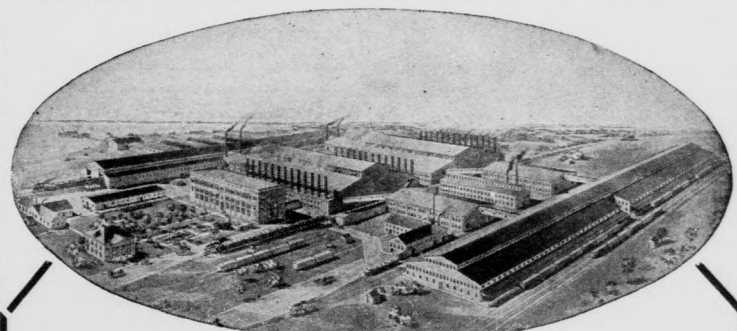
"There was a moment's pause, and then the shoemaker's arm shot out of the window, and one shoe was thrown down on the pavement at the man's feet. He waited but the other did not come.

"Hey, shoemaker, the other shoe!" he called. "You've only given me one shoe."

"The shoemaker, in a rage, stuck his head out of the window again.

"One's all you'll get," he said. "That's all you're entitled to. I'm only paying 50 per cent."

Great Northern Portland Cement Co.'s Plant



Covered with Torpedo Ready Roofing.

For Sale by

H. M. Reynolds Roofing Co., Grand Rapids, Mich.



### Special Privileges Claimed by the Catalogue House.

That which represents the mercantile or commercial system of our land was for years divided into three classes: first, the manufacturer; second, the jobber, and, lastly, the retailer. That this system may still be maintained is our wish, as it represents the sole source of revenue and wealth of most of us.

It surely would not be worth the while to examine at great length the errors of this system which have stood for so long, and must continue in order to support the outlying country, that it may not cease to prosper as it has in the past.

The industry and commerce of a great country have always been regulated by the departments of public office. The hardware business of today must be regulated by a state association, which is affiliated with a national association, whose duty it shall be to ask a liberal plan of justice upon our branch of mercantile life, and see that no extraordinary privileges are given that will be detrimental to the outlying country.

Experience teaches us that the new system of mercantile life, or, as now called, the catalogue house, is causing the means of support of the hardware merchant to be cut down too much. The capital error of this new system lies in the special privileges given. The following observations may serve to show the impropriety of this new system as it is now carried on.

This new system is acknowledged to be distributors of only a small portion of the goods in the country, and that part they do distribute is for cash in advance, and by means of a catalogue in which they quote prices on standard goods, which the merchant in the country can not duplicate with any profit to himself, on a credit and cash basis.

No doubt the manufacturer appreciates the cash business of the catalogue house, and I believe without a thorough study of future results gave special privileges which he should not have given.

Surely, if all cash goes to the city and all credit to the country, the country being the larger, the credit will soon become too great for them to bear, and the new system having no credit to offer, what can our country do, as credit we must have as well as cash in order to enable the country to prosper and grow and cause a demand for the manufacturers' goods?

The country contributes to the annual profit of the manufacturer by the credit and cash system, which is much the larger, and has the maintenance of the country at large, during the greater part of the year, and unless the country merchant is given some hearing, so that the credit part of his mercantile life is regularly car-

ed for by a reasonable profit. Mr. Merchant can not prosper, and unless he does prosper he must look to other sources to make a living. When he does, what will Mr. Manufacturer do with his goods that have always found an outlet through the cash and credit system of the jobber and merchant?

Let our army of merchants desert the country and that which has enabled our country to prosper is taken away, as the catalogue house can not get in close enough touch to enable them to do a credit business.

The purchasing power of the country being much the larger the manufacturer ought to look upon that one source of outlet for his goods as a fund upon which he, the manufacturer, can draw, and if he injures that fund by giving special privileges on standard goods to the catalogue house, which enable them to get out of the place in which they belong, namely, third place, he surely is reducing the outlet for the largest part of his goods.

In the past most manufacturers seem not to have considered that the multitude of merchants, by natural effort, which every man has, is continually making a better outlet for their goods, and the special privileges will soon cause the efforts of the merchant to be put upon some line of goods that the catalogue house can not cut prices on and send broadcast throughout the land.

It seems, therefore, altogether improper to consider the catalogue houses anything other than they are, namely, retail merchants.

I have classed the jobber merchant and retail catalogue house as a fund upon which the manufacturer draws:

## HARNESS

Special Machine Made

1 1/2, 1 3/4, 2 in.

Any of the above sizes with Iron Clad Hames or with Brass Ball Hames and Brass Trimmed.

Order a sample set, if not satisfactory you may return at our expense.

Sherwood Hall Co., Ltd.  
Grand Rapids, Mich.

**WIND WORKS WONDERS**

as a power for pumping, grinding, sawing, etc. Reap the benefit of all the power furnished by purchasing a

**EUREKA Wind Mill.**

The one that responds to the slightest breeze and stands in any storm. Cannot buckle or blow down. Proven best by 26 years test. Sold on a positive guarantee. We make a full line of steel and wooden wind mills for all purposes, tanks, towers, feed grinders, saw frames, wind mill supplies, etc. Catalog free.

SMITH & POMEROY WIND MILL CO.,  
Kalamazoo, Michigan.

All of our energy this year will be used in showing you the advantages of Grand Rapids as your natural source of supply for

## GLASS

Shipments from Grand Rapids will reach you quicker than from any other jobbing point. We handle only the brands of the best factories. We want your business and mean to "Keep Hammering" until we get it.

**Grand Rapids Glass & Bending Co.**  
Grand Rapids, Mich.

Temporary location since the fire, 199-201-203 Canal St.

**FOSTER STEVENS & CO.**

Grand Rapids, Michigan

Merchants' Half Fare Excursion Rates every day to Grand Rapids.  
Send for circular.

## Michigan Fire and Marine Insurance Company

Detroit Michigan

Established 1881.

Cash Capital \$400,000.

Surplus to Policy Holders \$625,000.

Assets \$1,000,000.

Losses Paid 4,200,000.

### OFFICERS

D. M. FERRY, Pres. F. H. WHITNEY, Vice Pres. M. W. O'BRIEN, Treas.  
GEO. E. LAWSON, Ass't Treas. E. J. BOOTH, Sec'y E. P. WEBB, Ass't Sec'y

### DIRECTORS

D. M. Ferry, F. J. Hecker, M. W. O'Brien, Hoyt Post, Walter C. Mack, Allan Sheldon, R. P. Joy, Simon J. Murphy, Wm. L. Smith, A. H. Wilkinson, James Edgar, H. Kirke White, H. P. Baldwin, Charles B. Calvert, F. A. Schulte, Wm. V. Brace, W. Thompson, Philip H. McMillan, F. E. Driggs, Geo. H. Hopkins, Wm. R. Hees, James D. Standish, Theodore D. Buhl, Lem W. Bowen, Chas. C. Jenks, Alex. Chapoton, Jr., Geo. H. Barbour, S. G. Caskey, Chas. Stinchfield, Francis F. Palms, Carl A. Henry, David C. Whitney, Dr. J. B. Book, Chas. F. Peltier, F. H. Whitney.

Agents wanted in towns where not now represented. Apply to

GEO. P. McMAHON, State Agent, 100 Griswold St., Detroit, Mich.

## THE FRAZER

Always Uniform  
Often Imitated  
Never Equaled  
Known Everywhere  
No Talk Required to Sell It  
Good Grease  
Makes Trade  
Cheap Grease  
Kills Trade



FRAZER  
Axle Grease  
  
FRAZER  
Axle Oil  
  
FRAZER  
Harness Soap  
  
FRAZER  
Harness Oil  
  
FRAZER  
Hoof Oil  
  
FRAZER  
Stock Food



now let me add one of the strongest maintenance fund producers: that branch known as the traveling salesman.

A traveling salesman has a greater value as an outlet than a catalogue sent through the mail. To say he has not would be to say that a deaf and dumb man could get as good results on the road as a good live, up-to-date traveling salesman. The drummer in mingling with his customers and buyers in general keeps in close touch with them.

Therefore it reasons out to one who stops and considers, thus being in mutual touch with the trade, better results can be obtained for a manufacturer's goods than special privileges given as to the catalogue house.

It is upon this reasoning that I say there is wealth in many. What manufacturer would not rather have this army of salesmen covering the country to help him get his goods before the people than a catalogue house located in some city, with but reduced prices on well known brands of goods and their limited circulation of this silent salesman as their only means of securing for them the business of the outside world?

It can never be to the interest of the manufacturer to discourage in any respect the industry of the many. The greater the attention given the channel through which a manufacturer's goods flow, the greater will be his fund to draw upon. The establishment of perfect justice and of perfect equality is the very simple secret which most effectually secures the highest degree of prosperity to all. Therefore, it is this building up policy we all want, that the country may grow and prosper.

Let us then work intelligently and patiently, singly and jointly, that we may all agree and accomplish much.

M. G. Evenson.

#### One Way To Circumvent Mail Order Houses.

Devil's Lake, May 30—I am very much interested in the Tradesman and especially the war waged on mail order houses. I am not an experienced merchant, but have had one year's experience in the general merchandise business and have the pleasure of being postmaster of a little town, as we call it; and allowing me to be the judge, I think we, as merchants, are foolish that we do not organize and commence at the bottom to head off the mail order houses. In my judgment, the first place to begin is to stop paying cash for produce, such as butter and eggs. There are lots of my so-called customers who sell eight or ten dollars' worth of butter and eggs, buy fifty cents' or one dollar's worth of goods and take the rest in money, turn right around and buy a postoffice order for five, six or more dollars to Montgomery Ward & Co. or Sears, Roebuck & Co. I will give you a little deal worked on me the other day: A lady brought in a ten pound crock of butter and I paid her 18 cents per pound. I asked her what she wanted and she said, "I guess there is nothing to-day," so I paid her the money, and after doing so

she said, "I want a money order for \$1.65." I gave her a blank and she made out her order in favor of Sears, Roebuck & Co. The worst of it all is, I had the pleasure of selling the ten pounds of butter at \$1.30, at a loss of 50 cents. Now the question is, Isn't it encouraging mail order houses? If she had had to trade it out she would have bought at home. I would not have lost as much, but I knew I was going to lose, as I knew butter was on a decline. I did not tell her that I could not pay cash for produce. If I did, she would do what little trading she had somewhere else, but if we could all combine and make them spend this money at home we would be gainers and the mail order houses would be losers. I am heartily in favor of commencing at the bottom to stop people from sending our money to mail order houses.

S. J. Fish.

#### Teeth Not Bones At All.

Professor E. Symes Thompson, Gresham professor of medicine, in the course of an address at the Polytechnic, Regent street, London, on "The Evolution and Degeneration of the Teeth," remarked that while the bones of man and animals had decayed greatly during the last 6,000 or 7,000 years, the teeth had been preserved in a much better condition.

Teeth were not part of bones, but part of the skin—they were, in fact, dermal appendages. Old people were surprised to find that when the teeth of the lower jaw departed there was very little of the jaw left. This produced what was called the nut-cracker physiognomy. Referring to the fact that the crocodile had an animated toothpick in the form of a bird, which removed foreign matter, the lecturer enforced the lesson of the necessity of attending carefully to the cleansing of the teeth and recommended attention to them at night as being more important than in the morning.

It is the gold of love that makes the quartz of life worth while.

## We Carry in Stock

a large line of

**Top Buggies  
Driving Wagons  
Spring Wagons  
Surreys, etc.**

We make

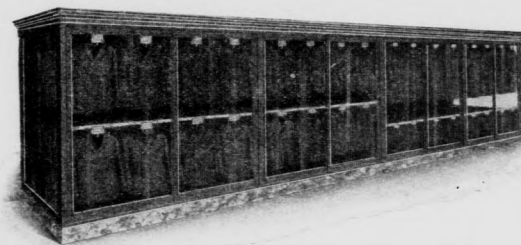
**Prompt Shipments**

**Brown & Sehler Co.  
Grand Rapids, Mich.  
Wholesale Only**

## A Revolution in the Handling of Ready-to-wear Garments

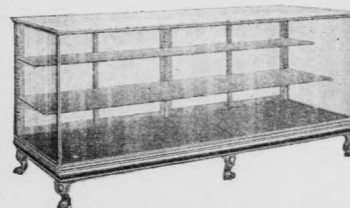
Achieved by our "Twentieth Century" Clothing Cabinets

Here are fixtures that no "up-to-date" merchant can afford to do without. The economies achieved are simply without parallel. Truly no other cases have so fulfilled all expectations or become so invaluable from the very date of their introduction.



"Twentieth Century" Clothing Cabinet No. 180. Cut shows this Cabinet built as a continuous fixture.

Send at once for our catalogue "C," giving all particulars as to construction and advantages these cabinets possess.



Our "Colonial" Floor Case No. 340.

We are also makers of the most complete and varied line of display cases on the market.

Our "Royal Family" of floor cases represents absolutely the most Standard one on the market.

Catalogue "A" gives you full description of same. It contains not less than 114 distinct styles. Shall we send you one?

**Grand Rapids Show Case Company, Grand Rapids, Mich.**

New York Office 718 Broadway, same floors as Frankel Display Fixture Co.

The Largest Show Case Plant in the World.

## There Is Genuine Solid Comfort

In a sweet, quiet smoke when the days get sultry.

The

# S. C. W.

5c Eigar

gives the greatest amount of satisfaction at any time.

In fact you cannot find as much concentrated pleasure

in anything else as in one of these hand-made Havana filler cigars.

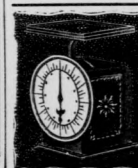
Try One Now

**G. J. Johnson Eigar Co., makers  
Grand Rapids, Mich.**

## Quinn Plumbing and Heating Co.

Heating and Ventilating Engineers. High and Low Pressure Steam Work. Special attention given to Power Construction and Vacuum Work. Jobbers of Steam, Water and Plumbing Goods

KALAMAZOO, MICH.



**PELOUZE SCALES**

ARE THE STANDARD FOR

**ACCURACY, DURABILITY & SUPERIOR WORKMANSHIP**

BUY OF YOUR JOBBER. INSIST UPON GETTING THE PELOUZE MAKE.

NO E 90 AS SHOWN 24 LBS.

NO T 90 WITH TIN SCOOP.

NO 92 1/2 BRASS DIAL, TILE TOP.

**PELOUZE SCALE & MFG. CO.**

CATALOGUE, 35 STYLES. CHICAGO.



### Observations of a Gotham Egg Man.

It is always a very unsatisfactory condition of affairs when the market becomes burdened with heavy supplies of eggs that can not be sold at prices in any profitable relation to their country cost. That has been the case in the egg market here of late and one of the principal reasons for the condition is, apparently, a failure on the part of collectors to realize the shrinkage in value of their goods owing to the advancing season and effects of warm weather.

During April and the early part of May speculative buyers were purchasing a great many eggs at collecting points—largely for storage purposes—paying relatively high prices for them; but during the past couple of weeks they have drawn out of many sections where they were formerly buying, notably in Central and Southerly Western sections, because the goods generally obtainable there were no longer of quality suitable for storage purposes. Consequently an increased proportion of the collections in those sections has been coming forward to distributing markets on commission, for which shippers seem to have expected outside quotations, and for which they appear to have continued paying about the same prices as when the goods were finer and salable on track at local points.

It should be remembered that although the selling price of fancy Northern eggs may be sustained here at about as high a figure as previously—owing to a great decrease in the proportion of fine quality—values at this season take a much wider range and a large proportion of the receipts, most of which were salable as "firsts" in April, now have to be sold as seconds and thirds, at a considerable concession in price.

Shippers in Central and Southerly districts who are now shipping eggs here because their local outlets have ceased or diminished, should realize this wide variation in quality and fix their paying prices accordingly. There is now every indication that we shall have continued liberal supplies of medium and under grade eggs and there would seem to be no reason why they should not be bought low enough in the country to permit sales at reasonably profitable prices; but this can never be done by basing paying prices on a quotation for firsts which really represents the value of only rather exceptional qualities.

Many shippers evidently pack up their collections without candling and without any real knowledge of their quality, so that they are apt to have a very erroneous impression as to the character of the goods. It is impossible to do a profitable business on that basis. When the selling value of stock arriving here varies as much as 3@4c per dozen it is clearly necessary for shippers to know what they

are buying and to judge as closely as possible its selling value.

The receipts of eggs at the leading distributing markets have continued very large for the season. Of course these figures are not a sure guide to the relative production in the two seasons, owing to the differences in relative movement to interior storage and to differences in movement from one market to another; but they are, nevertheless, a fair general indication. The comparatively heavy receipts during April this year were undoubtedly due largely to the late beginning of free production in the Southwest and the early beginning in parts of the Northern territory; it will be seen that for the first two weeks of May the aggregate movement seems to have been a little less this year than last, but that subsequently the decrease last year was greater than this year when May receipts are holding up remarkably owing to unusually late shipments from Southerly sections.—N. Y. Produce Review.

### Renovated Cream Butter.

The lines of law are often drawn fine, very fine, and very curiously.

Thus when renovated butter is put under the ban of law with license and branding and taxation, ladle butter, which is made from the same material but handled in a primitive and crude way, sails undisturbed onto the market without let or hindrance and is allowed to fly the banner of creamery butter if its quality permits the deception.

But we are having another competitor to the so-called renovated butter in the shape of renovated cream butter, between which and renovated butter it might puzzle a Philadelphia lawyer to draw any distinctive line.

In one case farmers' butter, with from 80 to 90 per cent. fat, is "renovated" and new "starter" added to the clear oil, in the other case farmers' cream, with 40 to 50 per cent. fat, is "renovated" (washed, separated or "blown") and "starter" is added to it. In one case, if the butter is good the renovated butter is fine and if the butter is bad, the renovated butter is never fine. In the other case if the cream is good, the butter is fine and if the cream is bad the butter is never fine, and there you are!

But in neither case is the quality up to real creamery butter; that is butter made from milk or cream collected once or, at most, every other day from the farmers.

It seems to me that whenever gathered cream is that old and that bad that it requires a "renovating" process, it comes mighty near the same classification as renovated butter.

J. H. Monrad.

The astounding claim is made that in Mastin, Kas., a town of 100 people, no religious services were ever held and that children as old as 16 years have never attended Sunday school or heard a sermon preached. If this is true some of the Kansas money being sent to convert heathens in foreign lands should be kept at home.

Honesty is the fundamental characteristic of worthy endeavor.

## Butter, Eggs, Potatoes and Beans

I am in the market all the time and will give you highest prices and quick returns. Send me all your shipments.

**R. HIRT, JR., DETROIT, MICH.**

## We Want Your Eggs

We want to hear from shippers who can send us eggs every week. We pay the highest market price. Correspond with us.

**L. O. SNEDECOR & SON, Egg Receivers**  
36 Harrison St., New York

## We Want Eggs and Poultry

We pay highest prices all the year around  
Phone or wire us.

**GRAND RAPIDS PRODUCE CO., Grand Rapids, Mich.**

40 S. Division St.,

Reference  
5TH NATIONAL BANK

Citizens Phone 3083  
Long Distance Phone 465

# Butter

I would like all the fresh, sweet dairy butter of medium quality you have to send.

**E. F. DUDLEY, Owosso, Mich.**

W. C. Rea

A. J. Witzig

## REA & WITZIG

PRODUCE COMMISSION

104-106 West Market St., Buffalo, N. Y.

We solicit consignments of Butter, Eggs, Cheese, Live and Dressed Poultry, Beans and Potatoes. Correct and prompt returns.

### REFERENCES

Marine National Bank, Commercial Agents, Express Companies Trade Papers and Hundreds of Shippers

Established 1873

## Fresh Eggs Wanted

Will pay highest price F. O. B. your station. Cases returnable.

**C. D. CRITTENDEN, 3 N. Ionia St., Grand Rapids, Mich.**

Wholesale Dealer in Butter, Eggs, Fruits and Produce  
Both Phones 1300



### Why Saccharine Is Condemned as a Preservative.

Saccharine is extensively used by canners of peas, corn and fruits. Before its discovery and use the packers of the United States put into tins fresh fruits and vegetables of a flavor never surpassed, without the use of this antiseptic product of coal tar. If they did it then, they can do it now. Some of the best packers in the United States, enjoying the enviable reputation for putting up the highest grade of goods in their line, never use saccharine. It imparts to corn, peas and fruit a mawkish flavor very offensive to many palates, and so much so that consumers are not using goods containing saccharine.

With saccharine, as with other antiseptics, there is a wide divergence of opinion as to its effects upon the system, but the weight of evidence and testimony is that it is injurious and obnoxious. Eminent French physicians express the following opinion, which is indorsed by some of the best chemists in the United States:

1. Saccharine is not a food and can not take the place of sugar.  
2. The addition of saccharine to foods prevents or retards the digestion of starch or albuminous bodies in the digestive organs.

3. Its addition to food impairs digestion and favors dyspepsia.

4. The injurious influence of saccharine on nutrition is even now well established, and saccharine should therefore be excluded from the diet.

A prominent physician in Europe, Dr. Wilfarth, states that a continuous addition of saccharine to our diet is impossible. Saccharine is a disinfectant, a poison for bacteria, and yet our digestion is essentially dependent on the action of bacteria. Sterilized food would ultimately kill us.

Much more testimony of similar character could be presented, but, admitting that it can be balanced by equally as high scientific authority, is it wise to use in food an article over which there is so much controversy, especially when it is not essential to proper preservation? The Food Commissioner of Ohio, the Hon. Horace Ankeney, states that he will advise against its use in goods intended for the Ohio market. Dr. Wiley's position toward saccharine is defined in the following letter to the editor of the American Grocer: "We have not made an experimental study upon the effect of saccharine on the digestive processes, but hope to take it up during the coming year by feeding it to our young men. I have strongly advised all manufacturers who have written me on the subject not to use saccharine in their goods. Aside from any effect it may have upon the digestion, I consider it a fraud, since the sweet taste which it imparts is attributed by the consumer to sugar."

"Our attitude in regard to saccharine in imported food products is this: We exclude it absolutely from food products coming from Germany, France and some other countries in Europe, because those countries prohibit its use in food products. We

do not admit it in food products from other countries unless the label plainly states that they were preserved or sweetened with saccharine, and even then we reserve the right to reject them on the ground that expert tests show its deleterious character. Personally, I see no necessity for its use by American canners, and sincerely hope that those who have indulged in its use may soon see the error of their ways and reform."

In 1893, when the Bureau of Chemistry made an extensive analysis of canned foods, it discovered no saccharine. Its use by the canned goods industry began about that time.

Let us admit that there may be some advantage for the packer in its use, and still would it not be wise to discontinue the practice in order to more firmly establish public confidence in the integrity of preserved foods, and thereby lead to a great increase in consumption?—American Grocer.

### Cost of Egg Production.

Regarding an experiment showing the low cost of egg production, the Utah Experiment Station Bulletin says:

"That there is money in eggs will not be denied in the face of the evidence given, for although the fowls undergoing the test did not lay an extraordinary number (158 being the highest average), the food cost per dozen amounted to only six and one-third cents, notwithstanding the food eaten by the poor layers was included in this average, which of course brings the cost much higher than it otherwise would be, and clearly suggests that the poor layers should be weeded out. The average number of eggs laid was 135. The pens which averaged 157 eggs produced them at a cost of but 4.7 cents per dozen. Another pen producing 130 eggs did so at a cost of 5.3 cents per dozen."

### Chicken Cackles at Chicken.

New York City has two poultry dealers' associations. One of them has to do with the "dead end" and the other with the "live end" of the business. Each calls the other the "local poultry trust." Each accuses the other of "rigging the market" and such things. Possibly neither varies very far in its general character or methods or purposes. Both were probably formed out of the business necessities and exigencies of their respective lines, and exist on business principles. The dealer has had enough lines. He has the shrewd farmer behind him and the inexorable butcher in front of him. He is hammered by both and has to get together somewhere and in some way.—National Provisioner.

### Quite Different.

"So he married the widow! I always thought he had his eye on the daughter."

"So he had, but the widow had her eye on him."

Unkindness is the source of the worst waste in human life.

Lots of men know how to make a living but not how to live.

We are car load receivers and distributors of

## Strawberries

Also Bananas, Oranges, Lemons, Pineapples, and all kinds of Early Vegetable.

**THE VINKEMULDER COMPANY**  
14-16 OTTAWA ST., GRAND RAPIDS, MICH.

## SEED CORN

The seed Corn offered by us is grown especially for seed purposes. It not only scores high but shows a germinating test of 90% and better. We have liberal stocks of the standard varieties, also Fodder and Sweet Corn. "Ask for prices."

**ALFRED J. BROWN SEED CO.**  
GRAND RAPIDS, MICH.

## Egg Cases and Egg Case Fillers

Constantly on hand, a large supply of Egg Cases and Fillers. Sawed whitewood and veneer basswood cases. Carload lots, mixed car lots or quantities to suit purchaser. We manufacture every kind of fillers known to the trade, and sell same in mixed cars or lesser quantities to suit purchaser. Also Excelsior, Nails and Flats constantly in stock. Prompt shipment and courteous treatment. Warehouses and factory on Grand River, Eaton Rapids, Michigan. Address

**L. J. SMITH & CO., Eaton Rapids, Mich.**

**SEND US YOUR ORDERS** Will Have Prompt Attention

## Grass Seeds---Field Seeds

Medium, Mammoth, Alsike, Crimson, Alfalfa, White Clover, Timothy, Blue Grass, Redtop, Orchard Grass, Millet, Hungarian, Buckwheat, Rapeseed, Field Peas, Seed Corn.

**MOSELEY BROS., GRAND RAPIDS, MICH.**  
Office and Warehouse 2nd Avenue and Hilton Street. Telephone, Citizens or Bell, 1217

# EGGS

That's what we want.  
For storage and present use.  
Phone, wire or write us.

**COYNE BROS.**  
CHICAGO

References Michigan Tradesman and Egg Reporter.

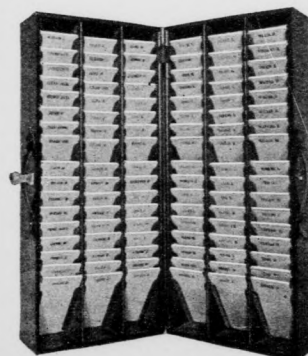
## DO IT NOW

Investigate the

### Kirkwood Short Credit System of Accounts

It earns you 525 per cent. on your investment. We will prove it previous to purchase. It prevents forgotten charges. It makes disputed accounts impossible. It assists in making collections. It saves labor in book-keeping. It systematizes credits. It establishes confidence between you and your customer. One writing does it all. For full particulars write or call on

**A. H. Morrill & Co.**  
105 Ottawa St., Grand Rapids, Mich.  
Both Phones 87.



Pat. March 8, 1898, June 14, 1898, March 19, 1901.

## GIRL'S GOOD LUCK.

## Fate Sends a Rich Husband To Factory Employee.

Written for the Tradesmen.

He was such a big man that, when he strode through the wrapper factory, no one could help seeing him. And he looked so strong and so well, too. Some men, although they are large in stature, seem not to have the stamp of reserve force. But Philip Bronson—or to be two-fourths more explicit, Philip Elliott Hezekiah Bronson—impressed one as being fully as vigorous as his name was long.

And when, for the first time, Miss Mehitable Zebedora saw Mr. Philip Elliott Hezekiah Bronson stride through the factory with those long steps of his—that were at once his own advantage and the inconvenience of those of the young ladies who felt more than honored that he deigned to notice them—was it anything strange that Mehitable, although not stopping her work (that was strictly forbidden), yet glanced his way out of the corner of her dark eye?

And, when Philip, by the merest chance, caught that look, was it any wonder that a flush stole slowly over the plain features of Mehitable and crept up even to the roots of her hair?

Yes, the girl's features were undeniably plain—there was no getting around that! By no stretch of the imagination could her face have been called pretty. And even her name was the homeliest combination one could conjure up. The surname couldn't be helped. The other had been given her by her father, in honor of an old maid aunt of his. But she had several redeeming qualities as to her looks: Her complexion was clear, the skin having the hue of good health and plenty of sleep and outdoor exercise, her eyes were dark and expressive and her head was crowned with a wealth of wavy hair of a beautiful reddish-brown tint. It wasn't the least bit kinky but was just curly enough to be lovely and, when it rained or the weather was damp, little tendrils clung tenderly around her face and in her neck.

I think it was her hair that Philip noticed first. He was a great stickler for neatness, was Philip, and, if a girl's hair was nicely gotten up, no matter who she was, she was certain to attract his attention; he was then sure that she was an orderly person, as he considered smoothly-combed hair a sure indication of that quality. Of course, if her hair hadn't been of the curlyque-y sort she couldn't always have had it present so nice an appearance, for she had to be in her place at 7 o'clock at the wrapper factory, and many a time she had to hurry for dear life to catch her car in time.

Mehitable's parents were the soul of honesty but so poor, so very poor. Somehow, her father never had seemed to "get ahead." It was not because his family were not economical. They were all careful and saving, as there was the utmost need. Ever since Mehitable was able to remember, habits of thrift had been taught her and her younger sister. The

furniture of the little home was that very same her father and mother began housekeeping with in the little Eastern village. It had been with them through all their struggles and trials. The father, far from strong ever, had had a great many sick spells, and the mother was the victim of terrible headaches, which, it seemed, would almost leave her blind. Doctors' bills had time and again depleted their little hoard and then the start had had all to be made over again. Just as the skies looked a little brighter something always happened to blight their happiness. Discouragement followed discouragement, until, when the girls reached young womanhood the family of four were no better off in this world's goods than when the words were spoken that made the parents one.

The daughters had to leave school early and go to work. They were not competent to be stenographers, book-keepers or the like; they had not enough education to fit them for such positions. Both were bright girls, naturally, and three or four more years' schooling would have meant much to them in after life. There was need of more education, dire need, but also was there need, dire need, for them to be earning money—if not enough to support the family, at least sufficient to buy their own clothing.

If the mother had not been so handy with her needle and possessed the knack of making a little go a good way the girls never could have looked so well at school. At the time of her marriage Mrs. Zebedora had had a good substantial outfit, and when the children began to go to school and to need their clothes replenished, there being no way of getting new, the patient mother had to cut over her own wedding clothes into little dresses for the children! At first she could manage to get two out of one of these, with the waists improvised from their father's old coats. This was the secret of their dresses being so much alike. People used to wonder, somewhat, why their mother had their clothes so similar, supposing she lacked originality to plan. But if they had known how much planning and contriving the poor woman was compelled to do they would have declared her the epitome of inventiveness.

Then the time came when one dress no longer could be made to do the service of two and then things were, indeed, hard to bear. If it hadn't been for a convenient older cousin of the children, who lived in the East where the parents came from, I don't know how this straitened family ever could have got along. Being a year or two older, her clothes needed little alteration for her two Western relations, and her mother used to freight a barrelful to them every winter. Their extreme poverty was unknown to the latter until the Eastern girl came on a visit to her Western cousins, in their young girlhood, and, ever after that, every winter saw the welcome barrel begin its westward journey. It was lucky for them that the

IF

*"Fold Nine"*

Were not the best Flour on earth could we sell it under our liberal guarantee to the consumer

**"Satisfaction or Money Back?"**

Get a trial lot from

**Clark-Jewell-Wells Co.**

Our Wholesale Distributors

**Grand Rapids, Mich.**

and get the benefit of our extensive

Free Advertising

Proposition.

**Sheffield-King  
Milling Co.****Minneapolis, Minn.****Don't Get Behind  
the Procession**

Keep ahead. It will be hard to catch up if the other fellow gets too far in the lead. To stay in the game you must have the best goods—the goods that hold your old trade and bring you new customers.

**New Silver Leaf Flour**

is just this kind. Dealers who have sold it say so—why not you? If you want to know all about this flour ask your jobber or write to us.

**Muskegon Milling Co., Muskegon, Mich.**



sisters were a little younger and smaller than the more fortunate relative in the old home town.

Thus matters stood at the beginning of this little story.

When Mehitable first began to see Philip Bronson around the factory where she earned her clothes, she somehow couldn't get him out of her mind when he wasn't there, and began to weave little romances around his personality. She wondered if he was as amiable as he looked, and if he was married. Quite often she saw some item about him in the city papers, but never as if he was bound to any one in particular. Sometimes he was referred to as "the young and popular Mr. Bronson." Mehitable, when she would read these little notices, always tried to find out from them the sort of people he went with. His name was always associated with those of others who she knew were very fashionable; and then she would sigh and say,

"Ah, me! That I the Judge's bride might be."

You see, she was making those little romances mean more than when she first began to weave them.

To be sure, Philip had fallen into the way of looking for the curly head bending over its task, and somehow her eyes didn't avoid his, as they had a way of doing at first. Two or three times it came about very naturally that he should ask her where Mr. Worden, the proprietor, was, and Mehitable had answered, with a smile, that he "would be there soon." And once, when Philip stood near her, she dropped her scissors (was it purposely—did she, like the Methodists, put herself in the way of receiving the blessing?) and he picked them up for her, raising his hat politely when she thanked him "for his kindness."

Then a tiny straw showed which way the wind blew—perhaps. That was when he helped her open her umbrella at the foot of the long flight of stairs when there came a big dash of rain and she stood struggling with her rainstick. When he had it raised and she started along, was there any harm in her offering to "let him walk under it with her as far as the next corner where she took her car?" As he had no umbrella with him, could he do other than accept the courtesy extended?

And then—what do you think? The rain came down in a great torrent, and the wind blew so fiercely that it actually beat them apart; so he suggested that if she would take his arm perhaps she could walk easier. So what could Mehitable do but accept his suggestion?

After this, could the girl do otherwise than waft him a little smile along with the pleasant little nod she gave him?

Of course, long before this she had learned Philip's name, and, on the other hand, he had found out hers. And one thing led to another, in the way of small civilities, until, what seemed to the girl almost incredible, he asked her if he might call on her at her home that evening!

Mehitable could hardly believe her ears! He, the "popular young Mr. Bronson," actually asking permission to see her under her father's roof!

Was permission accorded?

Reader, Mehitable spent one full hour "priming" that night when she left the factory; and very sweet she looked when she herself opened the door for the Fairy Prince. Her hair was done up in such a pretty manner, her cheeks had the blush of the rose, her eyes were shining like twin stars reflected in some quiet pool. Altogether, Philip Bronson thought she looked as lovely as he ever wanted his wife to look—and he told her so that evening before he left!

And Mehitable?

If there was ever an astonished girl she was that one! For all her dreams and romances she had made up, when the reality confronted her with The Momentous Question, she was dumb-founded. She could not make it seem true. She thought she must be dreaming, surely.

But it was "no dream," the offer of this young man's heart and hand; he was thoroughly in earnest.

To-day, in a town contiguous to Grand Rapids, you may see a "big red devil" of an automobile whose chauffeur is a dark-eyed young woman with beautiful brown curly hair of a decidedly reddish tinge. And when she drives up to a certain fine house on the handsomest avenue in town, it is the house over which the owner presides as Mrs. Philip Bronson.

Mehitable reads and studies all the while, and in the very stylish young matron you would find it hard to recognize the plain young girl whose scissors Philip Bronson picked up in the wrapper factory, which incident was the beginning of the acquaintance which ended so luckily for that daughter of poverty, Mehitable Zebadora. Ethel E. Clarke.

Buyers and Shippers of

**P O T A T O E S**

in carlots. Write or telephone us.

**H. ELMER MOSELEY & CO.**  
GRAND RAPIDS, MICH.

**ELLIOT O. GROSVENOR**

Late State Food Commissioner

Advisory Counsel to manufacturers and jobbers whose interests are affected by the Food Laws of any state. Correspondence invited.

2321 Majestic Building, Detroit, Mich

"You have tried the rest now use the best."

Ten Reasons Why You Should Buy

# Golden Horn Flour

Reason No. 4.—Right Management.

Management that is alive to the world. Composed of men who mix brains with milling—who know how to accomplish results. Such is the management of the Star & Crescent Milling Co. Established in 1867 by Clinton Briggs, the business has grown from a comparatively small one until it now requires a mill of a daily capacity of 4,000 barrels of flour to supply their trade. By honest methods and careful management this company has built up a reputation for sound responsibility that easily entitles them to your fullest confidence and largest possible patronage. We are trying to make GOLDEN HORN FLOUR better than any other flour in the United States, and we believe we can convince you that we have succeeded. Give us the opportunity.

Manufactured by

**Star & Crescent Milling Co., Chicago, Ill.**  
The Finest Mill on Earth

Distributed by

**Roy Baker, Grand Rapids, Mich.**

Special Prices on Car Load Lots

**FOOTE & JENKS**

MAKERS OF PURE VANILLA EXTRACTS  
AND OF THE GENUINE, ORIGINAL, SOLUBLE,  
TERPENELESS EXTRACT OF LEMON

Sold only in bottles bearing our address

FOOTE & JENKS  
**JAXON**  
Highest Grade Extracts.

FOOTE & Jenks  
JACKSON, MICH.

COLEMAN'S  
HIGH FOOTE & JENKS CLASS  
EXTRACTS

## Announcement of Dissolution of Co-Partnership and Change of Firm Name

Please notice that on March 1st, 1905, the firm of Hopson-Haftenkamp Co. was dissolved by mutual consent, Mr. Haftenkamp having disposed of his interest in said firm. The business will be continued as in the past, assuming its former name of W. C. Hopson & Co. The new firm assumes all the obligations and will collect all the accounts.

Very respectfully,

**W. C. HOPSON & CO., Grand Rapids, Mich.**

We have the facilities, the experience, and, above all, the disposition to produce the best results in working up your

**OLD CARPETS INTO RUGS**

We pay charges both ways on bills of \$5 or over.

If we are not represented in your city write for prices and particulars.

**THE YOUNG RUG CO., KALAMAZOO, MICH.**

Established 1883

**WYKES-SCHROEDER CO.**

MILLERS AND SHIPPERS OF

# FEEDS

Write for Prices and Samples

**GRAND RAPIDS, MICH.**

Fine Feed

Corn Meal

Cracked Corn

STREET CAR FEED

Mill Feeds

Oil Meal

Sugar Beet Feed

MOLASSES FEED

GLUTEN MEAL

COTTON SEED MEAL

KILN DRIED MALT

LOCAL SHIPMENTS

STRAIGHT CARS

MIXED CARS



### Interesting Features of the Knit Goods Trade.

Probably the most interesting feature of the knit goods trade is the transition of styles in fashioned bathing suits during the impending season. The tendency toward plain effects is more pronounced this year than for a long time. Discriminating retailers, especially in the Metropolis, have placed a ban on novel effects, preferring solid colors as a rule. The principal exception is in favor of alternating or club stripes. Sleeveless suits divide attention with welt sleeves and quarter sleeves. One-piece garments are mostly confined to children's lines. Athletic jersey shirts and trunk trousers will be popular substitutes for conventional bathing suits. Where fancy cotton stock is selected, the following end-stripes are approvingly regarded: black and red, navy and red, navy and white. Black and navy blue are rated well among solid patterns. These designs promise to develop some strength in contrasting numbers: black ground, with red welt sleeves; navy, with white welt sleeves; navy, with red welt sleeves; oxford and red, oxford and white. In worsted plated and worsted suits, with silk-end stripes, many high-class offerings are introduced. Full-fashioned light, medium and heavyweight worsted suits are shown in black, navy and grey; also in combinations of grey and white, navy and white, grey and red, navy and red, grey and light blue, oxford and red, oxford and white, army grey and red, army grey and white and mingling of army grey and navy.

For immediate shipment unusually attractive prices on Sea Island balbriggan undersuits are quoted by a prominent house. Included among active sellers for summer delivery are worsted plated undersuits, in natural (Egyptian) and white; mottled worsted and mercerized cotton, in blue and white and pink and white; worsted, with mercerized ring stripes, in these treatments: blue, with pink stripes; same, with self stripes, and blue with white stripings. In mottled silk and worsted underwear, the following colorings predominate: blue and white, blue and blue, white and white, natural grey and white. These goods bring as much as \$42 for the dozen.

Some fetching innovations in spun silk underwear—blue, straw, pink and white—are now on the market, ranging from \$66 to \$78 a dozen. In bright silk under-suits similar shades may be had, beginning with six-thread garments, size 34 shirt and 28 drawers, at \$117 and \$114 the dozen, respectively, to sixteen-thread garments at \$198 and \$186 a dozen, respectively, with rise varying from \$3 to \$12 for ascending sizes. Flesh silk striped, pure worsted white underwear forms a pleasing harmonious arrangement. In silk and mercerized plated

undersuits these delicate colorings figure prominently: blue, pink and straw. Mesh and union suits continue excellent property.

Novelties in half-hose embrace violets, greens and submarine blues. Gauze lisle hose in blacks, tans and high colors show self bracelet rounds. Scotch plaid mixtures are firm factors in the present demand. Jasper stripes are again in evidence on imported lisle, silk and cashmere half-hose. Shetland block patterns are also being revived on rich-toned lisle, silk and cashmere hosiery of French manufacture. These neat squares are a great improvement over the former checks. A New England shoe house has arranged to have its representatives submit a complete line of hosiery while visiting the road trade. This method of doubling up marks a radical departure from the established system of selling to the retail trade.

These shades in half-hose are endorsed: myrtle, moss, reseda, hunter's green, light royal, electric and cadet blue, nut, castor, garnet and bright red, old rose, pearl, heliotrope, maize, ciel (sky blue), lavender, turquoise, cardinal, Nile and ivory. Jacquard treatments have lost none of their old prestige. Instep embroideries are in for a periodical "run." Gentee side clockings are reported moving freely. Some new creations in English lace half-hose seem to warrant the prediction that laces may again have to be reckoned with. They are being taken up very carefully.—Haberdasher.

### Paying Interest.

Making a profit on other people's money is not as easy as is frequently represented.

The man who has money to let usually wants as much as it is worth. If the security is first-class the rate is low, but the proposition will stand no better rate.

In a new country where the retailer can get long profits for a time he pays from 8 to 12 per cent. for money. After he has operated for some time he finds he is paying a good rate on a large amount which yields him nothing.

In other words, he has on his books thousands of dollars past due which pays no interest. He pays for the use of that money.

But, he says, there is the profit on the goods.

Then put it another way: He breaks even on interest but has no profit left. This interest which he pays at one end eats the profit which he ought to make at another.

Results tell the story.

The man who can pay 8 per cent. interest on a part of his investment and retail goods at a profit to-day is a remarkably good financier.

The merchant who discounts his bills thinks the game is hard enough. When it comes to doing without that discount and adding 8 per cent., he considers it a losing game.

It takes money to make money in retailing. That is the story in any business.

## H. H. Cooper & Co.

Utica, N. Y.

Manufacturers and Wholesale Dealers in

## Medium and Fine Clothing

Perfect Fitting  
Well Made and Good Materials

Our Garments Always Handle with Satisfactory Results

The Right Kind of Clothing at  
Right Prices

Represented by

J. H. Webster

No. 472 Second Ave., Detroit Mich.

The Most Popular  
The Best Advertised  
The Highest Grade  
(FOR THE MONEY)  
The Lowest Priced

Line of Union Made

## Men's Clothing

For Fall 1905

Ranging in Price from \$6.50 to \$13.50

### Special Leaders

50 in. Black Frieze Overcoat	- - - \$7.50	} Regular Terms
Venetian Lined Black Thibet Suit	- - - 7.00	

Write for Samples

*Wile Weill & Co. Clothing.*  
Buffalo, N.Y.



### Style Tendencies in Little Folks' Wearables.

The amount of business secured in juvenile and boys' clothing for fall varies according to the house and the line, and is variously defined as from "equal to what we did last year" to "double the business we did a year ago." Estimated in the aggregate, the new business is large, and general satisfaction is expressed over the way orders have been coming in. The reports received from all parts of the country through salesmen are that stocks in the hands of retailers and carried over by them are small, that the dealers are buying liberally, and suits and overcoats are selling equally well.

Mercerized goods are selling freely, according to manufacturers' reports, who base their statement to this effect upon a careful inspection of orders and the information conveyed to them by salesmen, who say that, even in localities where the nature of the fabric is not clearly understood, after the lines have been inspected and compared with the cheap wools, very little argument is necessary on the mercerized. It would appear from the remarks made by the heads of several large and representative manufacturers, who have declared for an all-wool policy, that there is, in fact, a general demand for mercerized as against the cheap wools. These manufacturers sent their salesmen out without any mercerized goods in their lines, substituting rough wool cheviots, cassimeres and noil mixtures. After being out but a short while their salesmen wrote in that they had calls from their best customers for mercerized goods, and that their substitute lines were not liked as well as the mercerized numbers shown by competing firms at the same prices. In a few instances the salesmen were informed by return mail that they would have to sell what they have, and if their customers did not want these numbers their business on the cheap qualities would have to be turned down.

Yet the houses having full lines of mercerized report that the fabric is not new to them or their customers, since they have been selling mercerized with satisfactory results for the past year.

However, manufacturers are just now less concerned about the mercerized business than they are with revisions and prices, now made necessary by the advancing of prices in the piece goods market, and as a matter of self-protection.

Manufacturers are obliged to duplicate on certain numbers, and say that, as they can not find in the piece goods market any suitable substitute fabrics at old prices to revise their lines on, they must pay the recent advances to secure cloth enough to fill orders taken in excess of their original piece goods purchases. On these duplicate orders they must pay advances over those paid at the opening of the market. In making up the prices for the season, before travelers went out, manufacturers kept the figures down as low as possible, not advancing on numbers

where it was possible for them to take a little less profit and maintain former standards. They claim now that, in the face of the later advances on piece goods, they can not reduce their own profits any more and that the clothiers, in turn, will have to pay more for their clothing.

The piece goods market even now is very stiff in its prices for serges, light clay mixtures and tibets, and to secure supplies of piece goods manufacturers are compelled to buy from manufacturers who have a surplus stock, at advances ranging from ten cents a yard up. Those who are short on these goods say that as fast as they can buy the goods in the piece and make them up, the stock is needed to fill orders.

Excellent business for fall is reported on juvenile novelties in suits and overcoats, and that long coats are in request. Long overcoats of staple and fancy mixtures are wanted, with chevrons on sleeves, and cuff effects.

Greens in solid colors and fancy mixtures are faring well in junior suits and overcoats.

Greens in boys' and youths' suits and overcoats meet the fancy of the up-to-date buyer who is posted on the new green vogue, and all are including a sprinkling of greens in their purchases.

Some of the green overplaids and mixes in suitings for youths are extremely fetching and are meeting with a welcome as a novelty apiece with the latest tendency in men's fashions.

Long coats have the preference for boys and youths. For young men the 50-inch single breasted and 52-inch double breasted have the call, and these lengths and styles have sold readily in fancy mixtures, Oxford and Cambridge grays in plain and wide wale weaves. The wide wale gray cheviot is a general favorite with buyers.

Business on the regular fly-front overcoat, 48 inches in length for young men, is good on black and new grays—grays of the exclusive kind. Olive and greens are also introduced and selling best with the fine trade.

In suits and overcoats for boys and youths gray lead by reason of their unusual prominence in orders, outnumbering all others.

Attractive brown mixtures in suits and overcoats are also selling well, not so readily as last year, when the brown craze was at its height, but in goodly proportion to grays and other mixtures and colors. Browns, therefore, can hardly be declared out of fashion.

Considering that the weather has remained cool for quite a long period, retail business is good, with large week-end trade the feature of the present season. In boys' suits the Norfolk jacket style is selling in fine stores at a rate unprecedented, although the double breasted, with and without belt, and with bloomer breeches, is the preferred style in general business. Buyers are ordering heaviest on the double-breasted detachable belt style for fall. Bloomer breeches are again in the lead for the new season.—Apparel Gazette.

## An Attractive Proposition

Owing to greatly increased facilities for the manufacture of our product, we wish to extend the territory in which

### "Clothes of Quality"

are sold. We will, upon application from merchants in towns where our garments are not now handled, make one of the most liberal advertising propositions ever offered to a seller of clothes.

An advertising scheme representing the outlay such as we propose could not be made unless we had unbounded confidence in the merits of our clothes.

Better write to-day—your rival may tomorrow.

**The Best Medium-Priced Clothes in the World**

MADE IN BUFFALO

**M. Wile & Company**

ESTABLISHED 1877

## Removal Notice

About June 1st we will be located in our large new quarters in the heart of the wholesale district,

**31 North Ionia St.**

**Barnhart Building**

We carry a very large stock ready for immediate delivery at our salesrooms in **Men's, Boys' and Children's Clothing**, also Cloth and Tailors' Trimmings from the cheapest to the very best. Our variety is larger than ever before.

Our goods are legitimate values, and submitted on that basis to dealers who appreciate straightforward representation.

Mail and phone orders promptly attended to.

Citizens phone 6424. If preferred will send representative.

**Grand Rapids Clothing Co.**

Makers of Up-to-date Clothing

At present in the Pythian Temple Building

Grand Rapids, Michigan

One of the strong features of our line—suits to retail at \$10 with a good profit to the dealer.

### Present Status of the Neckwear Market.

That the weather has everything to do with business has been demonstrated this season to the satisfaction of every man who is interested in the sale of neckwear. The weather in March this year was much as we usually have it in May, and the result was a very satisfactory business. April turned out cold and unseasonable, and the result was that the general business was unsatisfactory. Retailers particularly are dissatisfied with the result.

We have grown accustomed to look upon Easter as the real opening of the spring season, whether it comes early or late. This year it was very late, and it was natural for retail dealers to look forward to a record-breaking business, but the weather interfered, and the result has been somewhat disappointing, while on the whole it has been about as last year.

There has been a feeling that "wash" neckwear would be exceptionally popular this season. How and where this impression has originated is difficult to fathom; at any rate, all the "wash goods" houses have had an unusually large line and started as early as January to impress upon their clients the "great importance" of "buying early" in order to obtain the goods and "have their orders filled intact," and this scheme has proved so successful that the retailers are now bountifully supplied with this character of merchandise, and they are only waiting for the weather to work it off.

The talk was that these goods would take the place of foulards, but that is hardly probable, and as far as can be learned foulards have had a bigger sale than ever. The fact is that these goods will never be driven out. There is no material made which is as desirable, all things considered, as foulard, particularly in a good quality.

It is well enough to introduce every year new and different textures, weaves and effects in order to have diversity, which undoubtedly creates an increase of business; but, after all, a good English foulard, or rumchunda, as we like to term it, is the ideal material for summer neckwear, because, like several other silk textures, it is soft and yielding and ties up most gracefully into any shape, be it a plain tie, a French or reversible four-in-hand, Ascot, or any other conceivable style—including all made-up shapes, such as puffs and tecks.

In wash neckwear the lines in silk and linen are very extensive and handsome, particularly in the French goods. Embroidered linens are also well represented, and in the finer qualities the French silk homespun are very swell. This weave is rough, knotty and mottled, and both plain and embroidered with neat decided figures. Its roughness has been objected to, as it will not easily slide around turn-over collars, but as the better class of exclusive retailers are selling the "wing" and straight standing collars very largely, they have bought these goods freely.

Silk neckwear has sold very well, and is still in good demand. Shep-

herd plaids in various color combinations are shown and have been quite successful. Self figures and diagonal self stripes in silk rep are very popular. Medium sharp, geometrical figures, well spaced, on taffeta, are selling well. Quaker and silver grays, soft tans, reseda and cadet blue taffetas, with roving self hair lines, in all-over effects, are much liked, particularly in the fifty-cent qualities.

It would seem that brown has had its run, judging from diminished sales. The predictions are that red will again be the most popular color in the fall, and if the fashion in England has any bearing on this subject it will prove true, as that is to-day the prevailing color.

It is gratifying to nearly all that medium and wide shapes are holding their own, and that there seems to be no probability that the one and one-quarter-inch four-in-hands will be wanted. Midgets are out of it, and no mistake, and nobody wants them to come in again.—Clothier and Furnisher.

### Recent Business Changes in the Hoosier State.

Ashley—Freeland & Giddings are succeeded in the flour mill business by Klemm & Son.

Frankfort—Frank S. Newby will continue the general store business formerly conducted by Newby & Snyder.

Indianapolis—The Indiana Wholesale Grocery Co. is succeeded in business by the W. T. Bacon Co.

Mier—M. A. Nelson & Son, who formerly conducted a general merchandise business, are succeeded by M. Elmare & Co.

North Manchester—Robert F. Hays, of the firm of R. F. Hays & Son, who conducted a department store, is dead.

South Bend—Leonard J. Tillman is succeeded in the grocery business by Robert Ruthowski.

Syracuse—A petition has been filed for the dissolution of the hardware and lumber firm which transacts business under the style of the Syracuse Lumber Co.

Terre Haute—The Ultra Shirt Co. has discontinued business at this place.

Washington—James M. Cardwell & Co. have moved their furniture business to Linton.

Evansville—A petition in bankruptcy has been filed by the creditors of Chas. W. Schultz, druggist.

Fort Wayne—A receiver has been appointed for the Merit Manufacturing Co., which manufactures shirt-waists.

Muncie—The Muncie Garment Co. has cancelled a real estate mortgage for \$4,450.

Pendleton—Walter A. Swain, shoe dealer, has uttered a real estate mortgage for \$8,000.

### Philosophy of the Porous Plaster.

"Consider the porous plaster, my son," remarked the philosopher, "and don't get discouraged. Everybody turns his back on it, yet it hangs on, and eventually achieves success by close application."

## Wholesale Ready Made Clothing For Men, Boys and Children

Manufactured in our own factory and under our personal supervision. Our fall and winter line for coming season 1905-6 is making a great hit, being of very best quality, make and fit, and biggest line by long odds shown in Michigan at equitable prices, reasonable terms and one price as usual to all. Many retailers prefer to come here and make selections, but we will gladly send our representative if so desired. Mail and phone orders promptly shipped. Bell phone 1282—Citizens 1957. The founder of this business established 26 years. We still have a nice line of Spring and Summer goods to select from.

**THE WILLIAM CONNOR CO.**

28-30 South Ionia Street, Grand Rapids, Mich.

For convenience of retail trade we are providing for a special order department for fall trade.

## Opportunity Occasionally Knocks at Your Door.

What good does it do you unless you are prepared to grasp it?

**Be Prepared!**

## The Michigan State Telephone Company

will assist you by placing a telephone within easy reach of your right hand, thus putting you in quick communication with more than 85,000 subscribers in the State of Michigan and with all important points throughout United States and Canada.

A lost opportunity is worse than none.

Call Local Manager, or address

**Michigan State Telephone Company**

**C. E. WILDE, District Manager**

**Grand Rapids**



**If You Want for Fall, 1905**

## "The Best Medium Priced Clothing in the United States"

**Wait for our Salesman, or send for a Sample Line at  
our expense. The Quality is right.**

**The Fit is the best ever shown at \$7 to \$12.**

**HERMAN WILE & CO.**

Buffalo, N. Y.

New York

Chicago

Minneapolis



### Cultivate Enthusiasm in the Art of Salesmanship.

Written for the Tradesman.

Have enthusiasm. If you haven't enthusiasm get it. Acquire it by hook or crook, but get it somehow.

Enthusiasm is variously defined:

"A state of impassioned emotion; transport; elevation of fancy; exaltation of soul.

"Enkindled and kindling fervor of soul; strong excitement of feeling on behalf of a cause or a subject; an ardent and imaginative zeal or interest.

"Lively manifestation of joy or zeal."

Now, you who stand behind the counter and are supposed to work hard, harder, hardest for the man or firm to whom you owe allegiance, are you making of yourself a living illustration of the quality as defined above? Are you exemplifying in your daily store life that you are an enthusiast in your work; "one whose mind is wholly possessed and heated by what engages it; one who is influenced by a peculiar fervor of mind?"

When you do your whole duty by your employer, and not until then, may you be pointed to as one reaching the high ideals set forth in the above definitions.

When a customer approaches your department do you pass the time of day in a pleasant, cheery manner that fastens his attention on yourself, and then do you follow up the agreeable impression you have sought to make by transferring that impression to the line of goods he asks to see? Do you bring to bear on the merchandise under inspection every argument you are capable of advancing, to induce the patron so to regard a garment, or what not, that he comes to the "sticking point" of willingness to part with his beloved cold cash in exchange for same?

Scarcely can you find a utensil, a garment or any sort of goods which has not at least one excellent "talking point." Of course, things of acknowledged beauty or serviceableness require little extolling to secure their disposal. If a person has "the price" and the wish or requisition for such the articles need no pushing; they sell themselves. With items of doubtful merit, however—ah, there's the rub, there's the test of salesmanship.

So long as the world is composed as it is, so long must merchants lay in stocks good, bad and indifferent, in order to satisfy all sorts of tastes and whims. And this very heterogeneousness of inclination and caprice necessarily results in the accumulation of many "stickers" on the shelves of a dealer, be he ever so wary.

And it is in the management of the mass of undesirable odds and ends that a salesman's ability best asserts itself. He must learn to see something worthy in them, some characteristic that he can make of appeal to idle shoppers. He must place himself in the shoes of a buyer and in his mind make all the objections to an article that buyer could formulate, so that he may be able to overrule them. He must al-

low no infinitesimal vantage-point to escape his notice, so as to forestall adverse criticism. He must so study his stock that he knows it from A to Z—with "&" thrown in! He must have an intimate acquaintance with all its good and all its adverse distinguishments, so that he may control the mind of his customer.

Then, in addition to all possible cognition of his stock, let him cultivate a fine enthusiasm—"an enkindled and kindling fervor," "a strong excitement of feeling on behalf of a subject," "an ardent and imaginative interest," "a lively manifestation of zeal"—and "that definite air which convinces," and, if goods can be sold at all, he will be the one to get rid of store commodities.

Jessica Jodelle.

### Recent Business Changes in the Buckeye State.

Cincinnati—The manufacturing and leaf tobacco business formerly conducted by Chas. E. Halley will be conducted in future by Hill, Halley & Co.

Cleveland—Anton Rutkowski has sold his dry goods stock to Mattheus Dluzynski.

Colebrook—J. C. Rodgers, who formerly conducted a general merchandise business, is succeeded by T. M. Wald, Jr.

Columbus—J. F. Burns will continue the grocery business formerly conducted by Burns Bros.

Dayton—The stock of the Dayton Cereal Co., which does a manufacturing business, has been destroyed by fire.

Dayton—E. S. Gebhart & Co., wholesalers of cereals, have suffered the loss of their stock by fire.

Findlay—The fancy goods business conducted formerly by S. Joseph will be removed to Cleveland.

Germantown—Eminger & Clark, retail dry goods merchants, have dissolved partnership. The business will be continued by Chas. T. Eminger.

Holgate—The flour mill business formerly conducted by Snyder Bros. will be continued by S. L. Snyder & Co. in the future.

Junction City—J. C. Stolzenback is succeeded in the general store business by Stolzenback & Haines.

Mansfield—Herman M. Foulke, formerly of Greenfield, and J. A. Cooper, of Greenfield, have purchased the furniture and carpet business conducted for a number of years past by Martin & Son in the Carpenter & Ozier block on East Fourth street. Samuel F. Martin, who was associated with his father, will retain an interest in the new firm, which will conduct business under the style of Foulke & Cooper. Mr. Martin will probably go into the business of manufacturing furniture.

Marion—C. M. Landon will continue the dry goods and boot and shoe business formerly conducted by J. Mooney.

Springfield—H. L. Green succeeds J. H. Bracht in the grocery business.

Apple Creek—The creditors of Scott Bros., who do a saw and planing mill and lumber business, have filed a petition in bankruptcy.

# A FEW REASONS

## WHY WE MANUFACTURE THE LARGEST LINE OF MACKINAW, COVERT, DUCK, KERSEY AND CORDUROY COATS IN THE WORLD.

### THE IDEAL CLOTHING CO.

TWO FACTORIES  
WHOLESALE MANUFACTURERS.  
GRAND RAPIDS, MICH

## NIP AND TUCK.

## Husband Comes Out Ahead in Marital Controversy.

Written for the Tradesman.

They were married in June. Everybody was invited, the church was full, there was an abundance of rice thrown, they had a wedding journey which lasted all summer and when they came back in September it was to begin living in a home of their own, in a new house with a pretty lawn in front and a pretty good-sized back yard. It was too late in the fall to do much with outside adornment and then, too, they were very busy in having things just as they wanted them in this model home arrangement, as they both were determined theirs should be. "Where two of similar tastes turn their combined attention to a similar purpose," Mrs. Edward Westway remarked to a privileged caller, "it can't be an extensive task nor a long one to get things settled in the best possible way;" but as the days went by and the much-desired settlement did not come, the surplus enthusiasm was wholly used up and the abundant stock of patience and finally endurance was alarmingly infringed upon.

Coming events began to cast their shadows before in the arranging of things in the parlor. When Mr. Edward came home to find the piano in that place where he had made up his mind a certain easy chair was to be put with the tone of a man who always has had his own way and expects to go right on in having it and that, too, without question he at once protested. "Oh, Lil, that never's going to do! That window view is too fine to shut off with that lumbering piano. That's the one place for the big chair. Just let me change and put the chair there and you'll see at once what I mean."

"There's no need of taking all that trouble. The general view of a room is the main thing to look out for, and that homey effect which I'm after is prevented by placing that big awkward chair by that window. I've tried it and I know. Just come here by the door and look in. The corner looks a little bare because that picture isn't hung above it. Then with the music-stand here," she placed it as she spoke, "you have at once the center of the picture and the rest is the simple arrangement of minor details."

"Yes; but, Lil, I'm not expecting to do much standing in the hall with the door open. It isn't so much an eye-effect I want. I'm thinking more of 'the weary plowman homeward plodding his weary way.' I'm the plowman and I'm going to be fearfully tired and I want to rest in that chair there by the window where I can rest my weary eyes as well. See?"

"No, I'm free to confess I don't."

"Comfort is the main thing to be looked after in home life and with that for the central thought the rest will radiate from it and give character to the room."

"Oh, well, you can have it so if you must; but it seems to me that as

long as I'm to stay here day after day, I ought to have the first say about the rooms I've got to stay in year in and year out."

"I'll tell you what let's do: Let the piano stand where it is until our dear five hundred have made their first call, then with the general artistic effect produced we'll put things my way and live in comfort for the rest of our days."

"That's a good way out of it," and the piano remained where it was, the big easy chair, which when he bought it was the basis of a delightful dream—a sort of a three-in-one affair—was wheeled into his den, a big cupboard behind the back parlor, looking into the backyard, and there it stands to-day.

Then came the hanging of the pictures and there was a time! They had both made for so long so much fun of picture-arranging in the houses of their friends and had enjoyed it so heartily that they believed that there was, where they would shine when they came to the adornment of their own home. They did. They "shone refulgent," each convinced that the other was losing what judgment that other ever had and that to give way to it would be destruction to the almost realized ideal they had both been harping upon for—always.

"The place over the mantel is where I think both of us believe we'd better put grandfather's portrait. It's by a famous artist and the coloring is simply wonderful."

"Yes, but don't you think it will get a better light over there by the window, where the light doesn't strike it full in the face? I'll just set it on the mantel shelf and you'll see that it glints so you can't see what a really fine painting it is. There!"

"Well, if that isn't just like a man!"

Do you suppose, Edward, that everybody who comes in is going to march right up to this particular spot to see the 'glinting' as you call it? What did you think of putting there?"

"That pastel of my grandfather. It's fine workmanship and being that kind of a picture, it's the only one we have which can stand that trying light."

"It would never do—never. I don't believe, Ned, that we want it in here at all. Those pastels, the best of them, are ugly things anyway. Being your grandfather, I should think you'd want it right over your den desk. As you say, it can stand any amount of light and that's just the thing, for you'll be there only in the evening. Take the thing right



Get our prices and try our work when you need

**Rubber and Steel Stamps  
Seals, Etc.**

Send for Catalogue and see what we offer.

**Detroit Rubber Stamp Co.**  
99 Griswold St. Detroit, Mich.



Jennings Terpeneless Messina Lemon, Mexican Vanilla, True Rose, Almond, etc. are economical and satisfactory cooking extracts or money refunded.  
**JENNING'S MANUFACTURING CO. Owners Grand Rapids, Mich.**

# IF A CUSTOMER

asks for

# HAND SAPOLIO

and you can not supply it, will he  
not consider you behind the times?

**HAND SAPOLIO** is a special toilet soap—superior to any other in countless ways—delicate enough for the baby's skin, and capable of removing any stain.  
Costs the dealer the same as regular SAPOLIO, but should be sold at 10 cents per cake.



in there now. I can't endure the sight of it!"

The Westways are not noted for a lack of ability at repartee even on the slightest provocation and the young husband with the pride of family comforting him had hard work to keep back what leaped to his lips. He was equal to the emergency, however, and seizing his tongue with his teeth, he took the despised pastel to his den without a word. Mrs. Edward saw and would have smiled had not discretion taught her better, and the picture-hanging went on rapidly and patiently with a degree of forcefulness which made silence almost a necessity. It went on for three days until the rooms below were satisfactorily cared for, except the den.

"There!" exclaimed the satisfied daughter of a noted race as she viewed the results of "our" work, "now to-morrow we'll take care of your den and then the downstairs will be finished."

"I shall have something else to do to-morrow. I'll send a man to help you with the upstairs, and the den I'm going to do myself. Every man wants things where he wants them and he only knows where that is. So you and 'the man' finish up what's left and I'll do the den my own sweet self!"

"Oh, Edward!"

"I know; but this is the one little room in the whole establishment that belongs to me and it's going to be mine. I've mentally settled everything in its place and every square inch of wall is provided for. My desk is to be in the corner—"

"Oh, Edward, don't you see how stiff it's going to look and—and—"

There was a little quivering of the chin and there was what seemed to be a movement for a web-like handkerchief and then there was a hearty, "All right, girly, we'll do it together and we'll have the dearest, sweetest old den in the United States!" and it was so.

The desk wasn't put into the corner and the pastel, "dear grandfather's picture," was hung above it and the big easy chair was placed at a certain angle so that "as you stand and look from the hall through the rooms, the effect is simply delightful and you're a dear old dear to let me have it just as I want it. There! and there!" and something that sounded very much like a—oh, never mind!!—brought "quiet peace" out of the somewhat perturbed atmosphere of the den.

So September slipped into grape-time and the holidays came and went and gradually, but just as surely, the ways of the household came under a single sway. The den for a time was all that fancy had painted it, but by and by it began to smell horrid in there and the curtains had to be taken down and in time it made so much bother that there wasn't any fun smoking there any more and the boys got tired of dropping in and having Mrs. Ned try to induce them to leave off the disgusting habit, and they did not come any more and Ned's business increased so that he had to go down town right after supper every

night to see a man, and he got to staying late, and, and, and until there were ands enough to reach across the State. There were parties and theaters and dinners galore and the dress-suit that Westway hated the sight of and swore he would throw away after he was married was seeing more service than ever; and the galling thing about it all was that it didn't make any difference whether he wanted to go or not, he always had to go, and if one way was not successful another was.

One day in early March there was lettuce for dinner and Mrs. Edward was loud in its praise. "It's so much nicer fresh from the garden and I insisted that it must be that if I was to have it. That makes me wonder why we can't have a little garden of our own. We can get a man to spade it and we could plant it and it will be just fun to take care of it. A good many times I have not much to do in the morning. Gretchen is a German and used to gardening and I heard her say only a little while ago that since she has been in America she has missed 'den garten so,' and I should like to see a weed daring to show its head; and then when the time came, oh, the radishes and the asparagus and the green corn and the beans and the summer squashes and the—everything right out of your own garden! Let's think about it, Ned."

He did. Under the sweet home influence he thought of it—how the pastime would take him outdoors and keep him out with something useful to do; how he would make the hills for the fruitful seed; how she would drop them from the dish in her pretty white hand, her beautiful white arm half hidden by the dainty wrapper—a white print, spangled with purple violets—how he would cover the seeds, and then when sun and rain and a little care had done their work the table would be gladdened with the fruit of their common toil. Already he was Tityrus recubases sub tegmine fagi—only for fagi you must say apple tree—and Lil and he would be eating strawberries and cream—of

course they would have a cow, or a billy goat, or something!—under the blossoming branches. A garden? Well, I guess yes; and a garden they had.

March came in that year like a lion and went out a lamb. April with her dainty waterpot came early and, turning back the autumn's brown-grass coverlet, uncovered a world of bud and fragrant bloom. When she came to the Westway's back yard there was the man with the hoe and there was the purple violet-spangled

## You Can Make Gas

100 Candle Power  
Strong at

15c a Month

by using our

Brilliant Gas Lamps

We guarantee every lamp

Write for M. T. Catalog. It tells all about them and our gasoline system.

Brilliant Gas Lamp Co.  
42 State St., Chicago

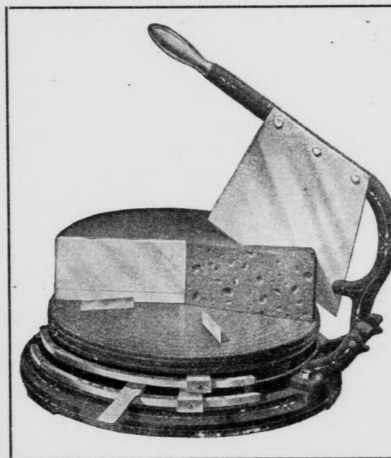


## The Grocer Saves Money

The customer is pleased where the O. K. Cheese Cutter is used.

\$20.00 net.

f. o. b. Detroit, Mich.



Cuts the cheese by weight, or money's worth. Does it better than any other. Is absolutely accurate. Can not get out of order.

Our testimonials come from satisfied users. We could not spare a single Cutter to send to the World's Fair at St. Louis—needed all we could make to fill orders.

The Standard Computing Scale Co., Ltd.

Detroit, Michigan

Catalog supplied from Dept. S. Write for one. Give your jobber's name and address.

## YOU CAN'T FOOL A BEE



When it comes to a question of purity the bees know. You can't deceive them. They recognize pure honey wherever they see it. They desert flowers for

**Karo** CORN SYRUP

every time. They know that Karo is corn honey, containing the same properties as bees' honey.

Karo and honey look alike, taste alike, are alike. Mix Karo with honey, or honey with Karo and experts can't separate them. Even the bees can't tell which is which. In fact, Karo and honey are identical, except that *Karo is better than honey for less money.* Try it.

Put up in air-tight, friction-top tins, and sold by all grocers in three sizes, 10c, 25c, 50c.

Free on request—"Karo in the Kitchen," Mrs. Helen Armstrong's book of original receipts.

CORN PRODUCTS CO., New York and Chicago.

print, looped up shepherdess-fashion, planting with all their might, "and the evening and the morning were the first day."

The neighbors on both sides of the Westway's enjoyed watching the young gardeners, the women with envious, regretful eyes, the men with amused anticipation. They were living over again their own experiences. Without looking out they knew that each bursting seed was repeating the story of the resurrection and that lovely Mrs. Westway's girlish squeal was announcing the fact with the enthusiastic Edward at her elbow imploring her to be careful where she stepped. From time to time each stooped to pull up a weed that was rushing in where angels feared to tread and then when the garden was pronounced a roaring success by both they sauntered toward the kitchen door, where for a moment they stood contemplating together the work of their hands. So stood mankind's first parents before the fall in Paradise!

Some weeks later, long after the novelty had gone, when the early vegetables had become discouraged with their battle with the weeds and the still hopeful corn wrestled courageously with the ambitious pig weed, Mr. Edward Westway was making the most of that blissful period of repose which antedates the coming consciousness of the rising hour, when he was startled by a vigorous reveille in his immediate vicinity centralizing, he duly learned, between his shoulder blades. It was accompanied by a low, sweet voice, "an excellent thing in woman"—sometimes! It said, "Edward! Edward, darling! Don't you want, my precious, to get up in the cool, fresh morning and hoe a little in the garden?"

This pen is wholly inadequate to the task of repeating the words that followed. A paragraph of double daggers—and the writer has passed some time in a printing office—can hardly be depended on to convey even a faint idea of the sentiments expressed. At needful breathing intervals "Mother, home and heaven" in feminine tones were heard, but they were drowned in the multitudinous downpour of the irate Edward Westway.

The weeds were not touched that morning and gardening the rest of the season did not flourish in the Westway's back yard. It was noticed soon after that the window in the den was open, that the furniture had been rearranged, that smoking was going on and that the lion in that den had his feet on the desk, which seemed to be hilarious over its unwonted confusion—a condition of things satisfactorily explained by one of the masculine neighbors to the other as the two were going down town together one morning some weeks afterwards: "It had to come. Same old straw, same old camel, same old back, same old breakdown. I'm glad it's over. Let's give him a smoker," and a smoker it was.

Richard Malcolm Strong.

Get right hold of your past experience and make a future out of it.

### THE DRINK HABIT.

#### Extent of Its Clutches on the American People.

"The defendant stated that he was walking down the street, when the complainant, who was a total stranger, came up to him and said: 'Young man, what is your drink bill?'"

"In his annoyance at what he regarded as an impertinent question, conveying an offensive imputation, defendant admitted he knocked the complainant down."

That account appeared in a newspaper the other day. The magistrate advised the damaged teetotal advocate to exercise more discretion as to how he carried on his temperance crusade and dismissed the defendant. The cause of temperance, it seems to me, is frequently damaged by the manner in which some of its most earnest advocates represent the case for it. Their language is often too vigorous and picturesque. "Drink, sir," I heard one say to a moderate indulger, "degrades those who take it to the level of beasts."

A young friend of mine evidently had heard something of the same kind, for when I started to point out to him that success in life is not won on brandy highballs, he said: "If you are going to call me a beast and preach a sermon I'm off." I am not going to do anything of the kind. I know of no beast that spends its time as inanely as he does most of his.

Drinking stimulants is a habit common to most people. "We are apt to become slaves of our habits," said

Gen. Gordon. "I only wish people would sit down occasionally and see whether they have become slaves, and, if so, what their masters are." It may not be a particularly agreeable occupation. It is one in which a man is apt to meet with shocks.

My belief is that the vast majority of men and women drink more than is compatible with their being as well off, as able and as happy as they otherwise would be.

The drink habit, therefore, seems decidedly on the increase. Reports show that, while drinking has greatly declined among the better off classes, it has a bigger grip on the poorer masses of the people. I am surprised myself, while there is such evidence of increased drink consumption, at the large increase in numbers of those I meet in society who never drink alcoholic liquor at all. Drinking has quite ceased to be one of the necessary qualifications of a gentleman. Strict temperance has come to be recognized in all educated assemblies as by no means synonymous with bigotry.

I have a friend who is possessed of a beautiful silver tankard which has been in his family for several generations. He has this filled twice during dinner. His ancestors did so and he observes the family custom. I believe that an enormous amount of our drinking arises from the mistakes we make. People drank, we read, and why should not we drink, too? As I once heard a gentleman express it: "Drinking is a good old established custom. I do not pretend to be wiser

## Mica Axle Grease

Reduces friction to a minimum. It saves wear and tear of wagon and harness. It saves horse energy. It increases horse power. Put up in 1 and 3 lb. tin boxes, 10, 15 and 25 lb. buckets and kegs, half barrels and barrels.

## Hand Separator Oil

is free from gum and is anti-rust and anti-corrosive. Put up in ½, 1 and 5 gal. cans.

Standard Oil Co.

## Forest City Paint

gives the dealer more profit with less trouble than any other brand of paint.

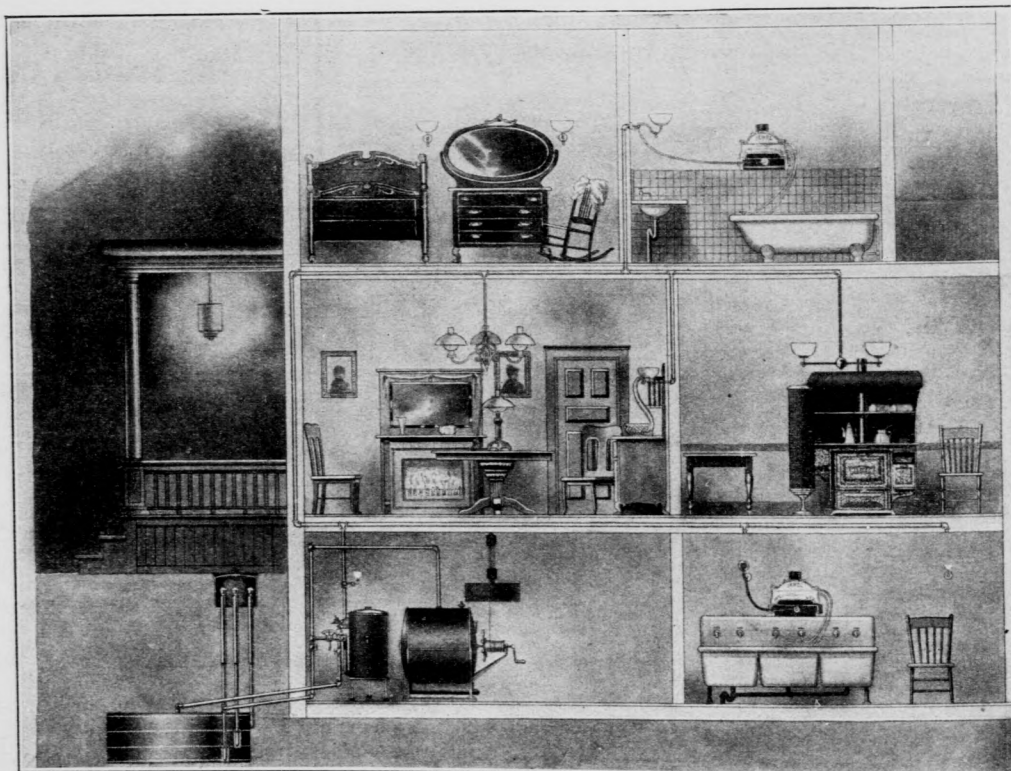
Dealers not carrying paint at the present time or who think of changing should write us.

Our PAINT PROPOSITION should be in the hands of every dealer.

It's an eye-opener.

Forest City Paint  
& Varnish Co.  
Cleveland, Ohio

# Michigan Gasoline Gas Machine



The above illustration shows our system for home lighting and water heating. Send for our catalogue.

MICHIGAN BRICK AND TILE MACHINE CO., Morenci, Mich.



than my forefathers, so I drink as they did."

As a matter of fact, he does nothing of the kind. His life is entirely different from the lives his forefathers led, and his drinking is done under totally different conditions. If his forefathers were alive to-day I daresay that a considerable number of them would be total abstainers. Because Mary Queen of Scots drank a quart of beer for breakfast would be held no satisfactory reason for a modern woman doing anything of the kind. That men used to drink two or three bottles of wine with their dinner does not convince me that it was either good for them or that it would be good for me. I am certain that it would be worse for me than for them.

But there is no doubt about it that the stories of the indulgence of distinguished people in past days have, as it were, invested a species of halo around the drink habit, and that a good many drink a great deal more than they otherwise would because they believe that it is "quite the proper thing"—an old custom generally observed by geniuses, wits and good fellows. They make no allowance for the changed conditions under which we live to-day.

"The rush to the towns," said a physician to me, "has led to an enormous increase in the alcohol habit. I am not speaking of drunkards, but of people who, however, drink sufficiently to do injury to themselves. Society brings increased temptations; the stress of business and the strain upon one's courage to face the demands of life make them more alluring. And the worst of it is that the sedentary life of the townsman renders the habit more peculiarly injurious to him. What heaps of Dutch courage there is about."

It was his belief that half the people who drank did so in order to keep up their courage to meet the calls of the day! A short time back the world was filled with indignant contempt for a fleet which required vodka to arouse it to courage. It aroused it to a good deal else. I wonder how many thousands of gentlemen there were who expressed their contempt for the offenders as they gulped down their morning drink in order to give them courage to face their work!

A great number of people appear possessed of the notion that they can never be happy, ready and fit purely of themselves. They are like one of our greatest public orators, who was possessed of the notion that he could never make an effective speech unless he had had three glasses of whiskey to "prime" him. He lived under that delusion seven years, when one day he was called upon to address an audience in an out-of-the-way part of the country. Arrived at the place, he discovered that he had forgotten his pocket flask. To his immense astonishment, he found he made one of the best speeches of his life! He gave up his "fortifier" from that day.

While I am often astonished at the amount some of my acquaintances spend in what they term "refreshment," I am also equally astonished at the number of men I meet who

are not only temperate but total abstainers. Once it was regarded as an excellent quality in a business man to have a head which was unaffected by liquor. Now, it is regarded as an excellent quality to have a head that eyes liquor askance. To drink, it has been discovered, is not an essential to transact business.

Nothing speaks more eloquently to the fact that business and the drink habit have been found to be two quite separate things than that a large number of the most successful commercial travelers are total abstainers. Many of the big houses prefer teetotalers, not that they have any particularly conscientious objection to drink, but from the fact that they find more business results.

"What is my drink bill?" is, therefore, it seems to me, a remarkably sensible question for a man to ask himself occasionally. I ask it myself sometimes, just as I do, "What amount am I paying for clothes?" But clothes are a necessity, and the wines and spirits I drink are nothing of the kind. They are luxuries, like turtle soup, and luxuries that are responsible for one lunatic out of every five in our asylums.

John A. Howland.

#### Does Odd Jobs and Never Goes Hungry.

"How far is it to Somerville?" asked the newspaper photographer.

"Nigh on to six miles," replied the village shoemaker, looking up from his last.

"Can I get somebody here to drive me over?"

"I'll do it if you'll wait until I hitch up."

In a few minutes the team was ready and the cobbler and his passenger were on the way.

"Pretty quiet life you lead up here in the hills," observed the photographer.

"Yes, pretty quiet—not much doing, like there is down in town. But I manage to make a living.

"Shoemaking profitable, is it?"

"No, not very. I s'pose I'll average 80 cents a week at that. But do other things, you see. I carry the papers, and that's good for a dollar every week, sure. Then I drive the mail twice a week, and that's another dollar. And I do barbering, too. Some weeks I make \$4 clear, but generally not more than \$3.50. We get along somehow, me and my family, and we ain't gone hungry yet. Once in a while somebody wants to be took over to Somerville, and then's when I strike it rich. Oh, you needn't think I ain't going to soak you!" And he smiled broadly upon the passenger beside him.

The photographer remembered that he had less than \$5 in his pocket.

"How much will you charge me?" he asked.

"Well, you work for one of them big, metropolitian papers, and I'm going to make you pay as much as—75 cents, by Gum!"—Newark News.

Many aggressive men are cautious, but the timid fellow is never venture-some, therefore he seldom succeeds.

# Ice Cream

All

Kinds and Flavors

Capacity 6,000 gals. per day

Write us for prices

Empire Produce Company

Port Huron, Mich.

## BALLOU BASKETS ARE BEST

This Man's Experience teaches the folly of buying poor, half made baskets, when the best (Ballou's) cost no more.



**Moral: Buy Ballou Baskets**

We make several grades of stave baskets.

**Common Narrow Band**

**Standard Wide Band**

**Extra Wide Band**

**Oak Stave**

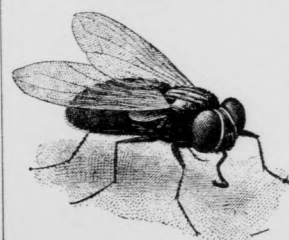
Shall be pleased to quote you on a single dozen or a carload.

**Ballou Baskets Works**

Belding, Mich.



## "Tanglefoot" Sticky Fly Paper



Is really the only device known that will catch and hold both the fly and the germ and coat them over with a varnish from which they cannot escape preventing their reaching your person or food.

**Tanglefoot is Sanitary**

**Ask for Tanglefoot**

**Profit? Over 120 per cent. to you.**

**BUSINESS BUILDING.****Ramifications on Which Modern Business Depends.**

We know that everything in this twentieth century is being reduced to a scientific basis. To-day we even have a science of agriculture, which is accountable, in a large degree, for the rapid strides during the last few years in the basic industry of our nation.

There are two divisions of the business world, first the making or manufacturing; and, second, the distributing or selling division. The two departments are intimately related, and business building, as a science, extends back to the making division; it presupposes the making of honest goods.

There are two grand divisions of the selling world, as far as salesmanship is concerned, namely, salesmanship by the written method, which is advertising, and salesmanship by the spoken words, that is, through personal salesmen.

The first is, what is the object of commercial institutions? For what are they in business? The answer is, naturally, to obtain trade, all the trade, all the custom, all the patronage which can be legitimately obtained.

The next question is: Upon what does trade rest? The answer is, it rests upon confidence. If, as an individual, I am seeking to do business with you on any proposition, and enjoy your absolute confidence, the battle is half won. The same is true of institutions—the composite salesman. If the institution, as a whole, enjoys the confidence of the public, if the people believe its advertisements and believe the spoken word of its representatives, and through honest work in the making end of the business building in its product, the battle is half won. If a great magazine or newspaper of any kind once obtained the absolute confidence of the public, its battle is half won from the standpoint of subscriptions and advertising. Confidence is the basis of trade all the way through. It is the foundation of our banking relations; it is the moral fiber of the whole commercial fabric. This is true alike with institution and individual. The retail clerk who gains the confidence of the customer makes that customer the first link in an endless chain to bring more. A retail institution whose every clerk realizes this truth and utilizes it becomes a great magnet that draws trade and builds business, and the same is true of every branch of business, wholesale, retail, specialty selling and promoting.

If our logic be correct thus far, the next question is: Upon what does confidence depend? The answer is, it rests upon personality. By personality I mean much more than "good looks," as we shall shortly see. Institutions have personality as well as individuals. The personality of an institution is a composite thing. Just as the blending of many faces makes a photograph, so does the blending of personalities of every person connect-

ed with a business make a composite personality. From this we see the responsibility resting upon everybody from the president down to the office boy.

The salesmen of the world are our commercial institutions, great and small, each is a composite salesman, and everybody from the president to the office boy is a part of the institution, as a whole. That which the whole is, or should be, striving for is the sale of goods for profit, and that item of profit depends, more than many realize, upon how well every one in that institution, from the lowest to the highest position, has done his or her work.

Since the confidence which magnetizes trade rests upon personality, it should be the aim of every one connected with the institution to make a conscious effort for the improvement of his personality.

This leads us to the question, upon what does personality depend? And the answer is, it rests upon two great foundation stones: first, sterling character; and, second, good health. Give an individual strength of character in the broad definition of that term, with good bodily health, and we will find that personality which begets confidence—which attracts trade.

But what do we mean by the word character? I mean much more than being good. I have known many goody goody fellows who would not sell much advertising space or many goods in any line of business. As a matter of fact, they lack real character; for by character I mean that "central magnetic force of real manhood and true womanhood which is born of the development of the positive faculties and qualities, mental, moral, spiritual and physical." Goodness is only a part of character. We take a long step in advance when we realize that a man's blessedness depends upon his wisdom. True goodness is but one element in wisdom. It is not the whole thing by a long ways, for the confidence upon which trade rests must extend not only to the honesty and honor of the individual or institution, but to the ability and staying power as well.

By health, the second foundation stone upon which personality depends, I mean the harmonious conditions of the three divisions of man—mind, soul and body, or, if you prefer to put it that way, objective mentality, subjective mentality and physical powers, which enable the physical organs to perform their functions properly and which promote the development of the positive faculties and qualities to a marked degree.

We are now getting pretty nearly down to bed-rock. We have traced trade to confidence; confidence to personality; personality to character and health, and now we find that all these are within the reach of every normal individual who truly desires progress and success, because we find that character and health rest upon the bed-rock of true education—with the emphasis on the true.

But let us be very careful with the definition of the word education. I am fully aware that this is a much-

# YEAST FOAM

received  
The First Grand Prize  
at the  
St. Louis Exposition  
for raising

# PERFECT BREAD

## Facts in a Nutshell

# BOUR'S COFFEES MAKE BUSINESS

**WHY?**  
They Are Scientifically  
**PERFECT**

129 Jefferson Avenue  
Detroit, Mich.

113-115-117 Ontario Street  
Toledo, Ohio



mooted question and one which I should approach with deference, as it has been discussed by philosophers of all times; but it does seem to me that the definition which is most practical to us, as business men and scientific business builders, is the following:

True education consists of two processes: first, the educative process—the drawing out, training and developing of the latent faculties and qualities of the normal individual—mental, moral, spiritual and physical.

Second, true education is an instructive process, consisting of the filling in of useful knowledge.

What branches of knowledge are particularly desirable or useful to the business getter and business builder?

There are really four factors entering into every sales transaction, be it large or small, be it ribbons or railroads. The first is the salesman, and the educative process of education applies especially to this factor. Make the man right and his work will take care of itself. When it comes to the customer, let us instruct ourselves fully in all the useful knowledge we can pertaining to character reading—the ability to size people up. Other things being equal, it is the business man, either employer or employe, who is the keenest judge of human nature who renders the best service, and eventually makes the most money.

The intuitional faculty, which might almost be termed spiritual judgment, is something which all possess to a greater or less degree, and which can be cultivated and brought to a higher and higher degree of proficiency. Our greatest business men are men of remarkable intuitional power. The intuitional faculty develops more and more as other positive faculties and qualities, mental, moral, spiritual and physical, are developed.

A practical knowledge of rhetoric, that is, the application of its principles conscientiously or unconscientiously, is almost indispensable to the man of business. There are natural rhetoricians, and there are those who have to acquire it. There are very poor rhetoricians who succeed, but it does not follow from this that they would not be more successful if they did not murder the King's English.

We learn a valuable truth in psychology as soon as we realize that the mind of the customer is composed of three grand divisions. First, the intellect, with which he thinks. Second, the sensibilities, with which he feels. Third, the will, which is the power of choice and action. That is psychology, because it is a truth pertaining to the human mind, but it is all mighty practical in business when we seek to sell anything, either by the written method or the spoken word. We are aiming at the customer, his power of choice and action. We want him to choose to buy our goods and then act. There are just two channels to that human mind, one through the intellect and the other through the emotions, or, in other words, one through the head and the other through the heart. The salesman who pounds away at the

head all the time and forgets the solar plexus of the heart does not land as many knockout blows as the fellow who combines his tactics.

I know full well that business is business, but I also know there is more in business building than in business getting, and that the man or the institution who makes his customers, or the public in general, not only think that his goods are all right, but feel that they are all right, the one who gets a hold of the heart-strings of the people, is the one who is going to get there with both feet and stay there when he gets there.

It is one thing to sell a bill of goods and another to make that man sell that bill of goods to other people. I believe that the successful traveling man of the future is going to be the one who will not only sell the bill of goods, but who will also so thoroughly understand the science of business building that he will see to it that the merchant is helped in every way within his power to dispose of those goods to others.

It is true that there are many bright merchants in the country. A very few have the "get-together habit"—who get their people together and instruct them how to sell this, that and the other thing that they have bought from the ubiquitous drummer; but those of us who do not get into the country very often are but little acquainted with the lamentable ignorance which prevails among the salesmen in many parts of the country.

Many merchants simply buy goods and wait for the public to buy them. They do not seem to know how to create a demand for the goods they have in stock. Many complain upon being "stuck" for this, that and the other bill of goods, setting it down as a "dead one" when the fault is really with themselves. Every salesman should make an effort to attract the attention of customers to this, that and the other. In most cases the customer merely buys. The salesmen, or rather order-takers, do not sell them anything. The traveling man, as well as the merchant himself, should be an all-around business man. The age of "hot air" and buying business with booze is a thing of the past.

Among other things: while he is a salesman by the spoken word, he should understand the truth, which is, that advertising, the great written method of salesmanship, is the fire under the boilers of business. It is the thing which keeps things warm, and to do his best work he should be a competent adviser in that branch of salesmanship.

Finally I would say that with his knowledge of character building, and character reading and health building, business logic, practical rhetoric, business psychology, credits, advertising, system and costs the professional business builder must not forget some of the good, old-fashioned natural laws of success, which will never go out of date. The law of work—the law of hustle—is one of them, for genius is only energy intensified, and it is literally true that the

## Every Cake



of FLEISCHMANN'S  
YELLOW LABEL COMPRESSED  
YEAST you sell not only increases  
your profits, but also gives complete  
satisfaction to your patrons.

**The Fleischmann Co.,**

Detroit Office, 111 W. Larned St., Grand Rapids Office, 29 Crescent Ave.

## Look Pleasant!



Don't grunt and growl because  
your trade is falling behind, if you are  
not using **Modern Methods**. Increase  
your sales by using china as  
premiums.

Our Cheerful Living Assortment of  
72 dozen nicely decorated pieces for  
\$64.80 will work for you where you  
can't.

**The American China Company**  
Toronto, Ohio, U. S. A.

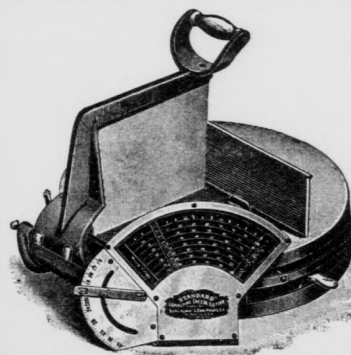
Manufacturers high-grade semi-porcelain china  
Cut this out and write us, mentioning the publication

## Quality===Uniformity



These two most essential  
points for absolute satisfaction  
will always be  
found in Millar's Coffees

**E. B. Millar & Co.**  
Chicago



Yes, this is the one they are all  
talking about. Always absolutely  
accurate—thoroughly guaranteed.

### The Standard Computing Cheese Cutter

Mr. Merchant—Compare the Standard  
with anything you have seen in  
the way of a cheese cutter. Have  
you seen one that looks as good to  
you as the Standard? It is all that  
we claim for it. The only absolutely  
perfect and accurate computing  
cheese cutter made giving money values  
and weights at the same time.

The Standard is right. The Price is right. The Terms are right. Write us.  
Catalogues and testimonials for the asking. Salesmen wanted.  
**SUTHERLAND & DOW MFG. CO., 84 Lake St., Chicago, Ill.**

reason most men do not accomplish more is because they do not attempt more.

And coupled with the law of work must go the law of faith. Faith is one of the great spiritual laws which has been thundering through the ages by manifestation since time began, and yet there are so many who do not seem to know its full meaning.

Faith from a commercial standpoint—the kind of faith that counts in business getting and business building—I would define as that soul-quality of certainty born of knowledge, ripened into realization. If we would have faith, then, we must know. We must have knowledge and that knowledge must be so thoroughly seasoned as to have ripened into wisdom. We must not only know things, but realize their truth and having gone thus far we must act.

From a commercial standpoint there are five links in the golden chain of faith, and let us ever remember that no chain is stronger than its weakest link, and the first link in the chain is faith, faith in God—faith in that supreme intelligence—the hand at the helm of the universe, that power that doeth all things well—the author of the natural laws of success—the source of truth.

And the second link is faith in self; born of a knowledge of self, born of a knowledge of a fact that we are bundles of wonderful possibilities, that we are all right if we just educt—bring out—the all mighty all-rightness.

And then comes faith in our fellow-men. Not the Mr. Easy Mark brand of faith; it must be faith seasoned by judgment and reason. But I pity the ever-suspicious man—the man without the fire of faith is cold to himself and to all the world about him. Its negative is doubt—the arch success destroyer.

And then comes faith in one's mission—faith in the work he has to do—faith in the reward which it is sure to bring, if he but does his work better than any one else can do it, and we may work with faith, the humblest as well as the greatest, for you can not keep a good man down. Cream will rise to the top in obedience to a natural law.

And next, from the standpoint of the employe, comes faith in his employer. Let us, as employers, see to it that we are deserving of that faith.

J. D. Kenyon.

#### Gastronomy and the Church.

A well-known Episcopal bishop of high church tendencies was giving a dinner to a number of his clergy not long ago. In arranging for it with his English butler he was surprised to have the man ask: "Is they 'igh church or low church, sir?"

"Why, what possible difference does that make?" the bishop enquired.

"A great deal of difference, sir," the man replied. "The low church they eats the most and the 'igh church they drinks the most, sir!"

A smile on your face is worth two frowns on your competitor's.

#### HENRY ROGERS' SUCCESS.

##### The Standard Oil Millionaire Was Once a Grocer.

If ever they should turn me out  
When I have better grown—  
Now hang me but I mean to have  
A treadmill of my own.

A dark-eyed boy in knickerbockers spoke these lines one day nearly fifty years ago in the little High School at Fairhaven, Mass. It was his favorite "piece." When he came to the words, "Now hang me," he stamped his right foot and his eyes gleamed with determination. The boy was Henry H. Rogers. When he was not in school he was earning fifty cents a week in odd jobs, such as energetic boys find to do about a town.

That boyhood wish uttered in the poem has come true. To-day Mr. Rogers has a treadmill of his own. He sits at a desk in a New York skyscraper, controlling the oil industry of the United States. He is the storm center of vast financial interests. At his command and his manipulations, markets rise and fall and corporations tremble. He is worth as many million dollars as he earned cents a week in the bygone Fairhaven days.

When a boy, Mr. Rogers believed in the concentration of power. He organized his schoolmates for offensive and defensive purposes. One of the games was playing war. When he left school he became a clerk in the Union grocery store. It was one of a chain of stores throughout the State that, by means of combination, was able to buy goods lower than individual competitors and thereby undersell them. This idea made a profound impression on him as he weighed sugar and counted eggs. It has been a cardinal business principle with him ever since. He has waged relentless business conflict and always marshaled his forces so that competition has been made impossible. Business with him is war. He is to-day the active head of the Standard Oil Company, around whose far-flung battle line a great industrial combat is being fought.

Stand in front of the Standard Oil building at 26 Broadway any morning. Just before half-past ten o'clock you will see a sturdy, broad-shouldered man with white hair and white mustache walking briskly up the steps. His dark eyes appear restless under their shaggy brows. His jaws are square and strong, and his cheeks are fresh and ruddy. At 65 Henry H. Rogers is the personification of health and activity. Not one out of fifty people whose elbows he has touched know that this man is the eagle-eyed and eternally vigilant head of a great monopoly.

Follow him into the building. An elevator whirls him to the eleventh floor. The door is scarcely snapped back before he has bounded out into the hall. To the right is an ante-room and on the door is the inscription:

"National Transit Company,  
H. H. Rogers, President."

Behind this door, screened from the world by a barricade of offices, Mr. Rogers works. The National Transit Company is the pipe-line depart-

ment of the Standard Oil Company, whose thousands of miles of pipe zigzag under a dozen states and transport millions of barrels of oil every year.

Past the group of messenger boys Mr. Rogers makes his way to his private office, less pretentious than the rooms about it. In one corner is a desk; in another stands a large safe. In the wall in a wooden frame hangs a report, faded and yellow, received in the Fairhaven school fifty years ago. As he sits at his desk Mr. Rogers can hear the dull road of Broadway and sometimes the click of the stock tickers in the offices below. He can look across Bowling Green and see the waters of the bay gleaming in the sunlight.

Send in your card to him and if you have an appointment you will at once be shown into one of the half-dozen offices that flank the private office. The one in which most of Mr. Rogers' visitors find themselves, so far as appearances go, might be the lounging room of a New York club. Autograph letters of George Washington, Abraham Lincoln, Ulysses S. Grant and Thomas B. Reed hang on the walls. On one wall is a row of push buttons. In this room you can not hear the roar of the street or the sound of the tickers.

It is very still. At the very minute of your appointment you can hear a door creak across the hall and a second later the door before you opens and Mr. Rogers stands before you. If your visit is personal, he will greet you with genial warmth and with a kindly light in the dark eyes. As you discuss the weather, or yachting, or some current happening, you can almost believe that you are talking with a mild-mannered man of affairs. But cross Mr. Rogers in business, meet him on the checkerboard of trade, and his eyes flash, the square jaw becomes tight, and the mild-mannered man is the incarnation of power and fight.

Mr. Rogers sees many people every day, but he never allows himself to be interviewed. Some one once asked him, "How do you crowd so much work into a day?"

"I have been at it a long time," he said. "Besides," he added, "I only see people with whom I have business. And you may rest assured," he continued, "most of the people come here to get something, not to give."

Just then a messenger brought in some registered letters and asked Mr. Rogers to sign the receipt.

"Take them away," he said, "I won't sign them."

Then he turned to the visitor. "That's one way I dispose of business. If the man who sent them can't trust Uncle Sam with the message, I don't want it."

The link, however, between Mr. Rogers and the world is a remarkable private secretary. She is one of the most efficient and best-paid secretaries in the world. Her salary is not equaled by bank presidents in cities. She knows absolutely every detail of Mr. Rogers' business affairs

and in his absence often acts for him.

When Mr. Rogers makes a gift to some charity (and he makes many) he says, "My secretary will give you a check for it." She has access to a bank account placed in her name by Mr. Rogers for just this purpose. His name never appears in the matter.

Mr. Rogers and competition are not friends. Some one once asked him if the consumer is benefited when there is not competition. Quick as a flash he said:

"If you and I were in the tailoring business, don't you think I'd try to squeeze out all the competition?"

Nothing is more characteristic of his business methods than his reply during the Standard Oil investigation in 1899, when he said: "As the man who sold two-cent cigars at sixty cents apiece in his shack in the middle of an alkali desert remarked: 'We are not in business for our health.'"

Mr. Rogers has a keen sense of humor. Sometimes it is very grim. There was an example of it when he was put on the witness stand at Boston in the famous gas war waged there. Mr. Rogers had made a desperate fight for the gas control and had put millions of dollars into the struggle.

"What is your business?" was asked.

"I have been in the petroleum business for forty-five years."

"Anything else?"

"I was trying to think if I had been in the gas business," was his reply.—John S. Gregory in World's Work.

#### Bald Heads and Disease.

There are advantages accruing even from bald heads. It is pointed out by a writer in a medical journal that bald-headed men never suffer from consumption and that a tendency to baldness is an assurance that the dreaded scourge will pass over him whose thatch grows thin.

At first glance it would seem absurd to argue that a man's hair is indicative of his immunity from disease, but the writer who advances this novel theory declares that in the five years during which he seriously added a record of his patients' hair or lack of it his case cards have failed to show a single instance of "bald" being entered upon the card of a consumptive.

He had under treatment more than 700 cases and he makes the further statement that in a census of more than 5,000 tuberculosis cases he failed to discover a single sufferer who was bald.

He makes no effort to explain his theory upon medical grounds, but simply offers the results of his observation for the benefit of the profession and has invited his brother physicians to write him of any case of a bald-headed consumptive coming under their observation.

In business almost everything that is possible is feasible; it requires planning and hustling to find the way.





# Perpetual

## Half Fare

# Trade Excursions

## To Grand Rapids, Mich.

Good Every Day in the Week

The firms and corporations named below, Members of the **Grand Rapids Board of Trade**, have established permanent **Every Day Trade Excursions** to Grand Rapids and will reimburse **Merchants** visiting this city and making purchases aggregating the amount hereinafter stated **one-half** the amount of their railroad fare. All that is necessary for any merchant making purchases of any of the firms named is to request a statement of the amount of his purchases in each place where such purchases are made, and if the total amount of same is as stated below the **Secretary of the Grand Rapids Board of Trade, 89 Pearl St., will pay back in cash to such person one-half actual railroad fare.**

### Amount of Purchases Required

If living within 50 miles	purchases made from any member of the following firms aggregate at least.....	\$100 00
If living within 75 miles and over 50,	purchases made from any of the following firms aggregate .....	150 00
If living within 100 miles and over 75,	purchases made from any of the following firms aggregate .....	200 00
If living within 125 miles and over 100,	purchases made from any of the following firms aggregate .....	250 00
If living within 150 miles and over 125,	purchases made from any of the following firms aggregate .....	300 00
If living within 175 miles and over 150,	purchases made from any of the following firms aggregate .....	350 00
If living within 200 miles and over 175,	purchases made from any of the following firms aggregate .....	400 00
If living within 225 miles and over 200,	purchases made from any of the following firms aggregate .....	450 00
If living within 250 miles and over 225,	purchases made from any of the following firms aggregate .....	500 00

**Read Carefully the Names** as purchases made of any other firms will not count toward the amount of purchases required. Ask for "Purchaser's Certificate" as soon as you are through buying in each place.

Automobiles	Cement, Lime and Coal	Hardware	Safes
Adams & Hart	S. P. Bennett & Co. (Coal only)	Clark-Rutka-Weaver Co.	Tradesman Company
Richmond-Jarvis Co.	Century Fuel Co. (Coal only)	Foster, Stevens & Co.	Seeds and Poultry Supplies
Bakers	A. Himes	Jewelry	A. J. Brown Seed Co.
National Biscuit Co.	A. B. Knowlson	W. F. Wurzburg Co.	Shoes, Rubbers and Findings
Belting and Mill Supplies	S. A. Morman & Co.	Liquor Dealers and Brewers	Herold-Bertsch Shoe Co.
J. M. Hayden & Co.	Wykes-Schroeder Co.	D. M. Amberg & Bro.	Hirth, Krause & Co.
F. Ranville Co.	Cigar Manufacturers	Furniture City Brewing Co.	Geo. H. Reeder & Co.
Studley & Barclay	G. J. Johnson Cigar Co.	Grand Rapids Brewing Co.	Rindge, Kalm'h, Logie & Co. Ltd
Bicycles and Sporting Goods	Geo. H. Seymour & Co.	Kortlander Co.	Show Cases and Store
W. B. Jarvis Co., Ltd.	Crockery, House Furnishings	Alexander Kennedy	Fixtures
Billiard and Pool Tables	H. Leonard & Sons.	Music and Musical	Grand Rapids Fixture Co.
and Bar Fixtures	Drugs and Drug Sundries	Instruments	
Brunswick-Balke-Collander Co.	Hazeltine & Perkins Drug Co.	Julius A. J. Friedrich	Tinners' and Roofers'
Books, Stationery and Paper	Dry Goods	Oils	Supplies
Grand Rapids Stationery Co.	Grand Rapids Dry Goods Co.	Republic Oil Co.	Wm. Brummeler & Sons
Grand Rapids Paper Co.	P. Steketee & Sons.	Standard Oil Co.	Hopson Co.
M. B. W. Paper Co.	Electrical Supplies	Paints, Oils and Glass	
Mills Paper Co.	Grand Rapids Electric Co.	G. R. Glass & Bending Co.	Undertakers' Supplies
Confectioners	M. B. Wheeler Co.	Harvey & Seymour Co.	Durfee Embalming Fluid Co.
A. E. Brooks & Co.	Flavoring Extracts and	Heystek & Canfield Co.	Powers & Walker Casket Co.
Putnam Factory, Nat'l Candy Co	Perfumes	Wm. Reid	
Clothing and Knit Goods	Jennings Manufacturing Co.	Pipe, Pumps, Heating and	Wagon Makers
Clapp Clothing Co.	Grain, Flour and Feed	Mill Supplies	Belknap Wagon Co.
Wm. Connor Co.	Valley City Milling Co.	Grand Rapids Supply Co.	Harrison Wagon Co.
Ideal Clothing Co.	Voigt Milling Co.	Saddlery Hardware	
Commission—Fruits, Butter,	Wykes-Schroeder Co.	Brown & Sehler Co.	Wall Finish
Eggs Etc.	Grocers	Sherwood Hall Co., Ltd.	Alabastine Co.
C. D. Crittenden	Clark-Jewell-Wells Co.	Plumbing and Heating	Anti-Kalsomine Co.
J. G. Doan & Co.	Judson Grocer Co.	Supplies	
Gardella Bros.	Lemon & Wheeler Co.	Ferguson Supply Co., Ltd.	Wall Paper
E. E. Hewitt	Musselman Grocer Co.	Ready Roofing and Roofing	Harvey & Seymour Co.
Vinkemulder Co.	Worden Grocer Co.	Material	Heystek & Canfield Co.
		H. M. Reynolds Roofing Co.	

If you leave the city without having secured the rebate on your ticket, mail your certificates to the Grand Rapids Board of Trade and the Secretary will remit the amount if sent to him within ten days from date of certificates.



### Woman's Mistake in Exalting Self-Sacrifice.

When a woman wants to be good she makes herself uncomfortable. When she desires to be very good she makes herself miserable. And when she yearns after spiritual perfection she martyrizs herself. With her the ratio of piety depends on the ratio of wretchedness, and she is never so persuaded that she is leading the higher life as when she is making her present existence not worth living.

This has caused her to exalt self-sacrifice into a cult. She has glorified unselfishness and self-abnegation, and she has felt that if she could only be enough of a victim to somebody or something, it would atone for all her faults and shortcomings. Nobody remembers the temper or tongue or housekeeping of a martyr; it is only her sufferings that we recall. And so women have gone out of their way to court persecution, and to hunt up altars on which to sacrifice themselves, and they have accounted it unto themselves for righteousness when they did the thing they loathed to do, and refrained from doing the thing they were dying to do, when they might just as well have pleased themselves as not.

In this faith they have ever been upheld and encouraged by men, who have always felt that self-sacrifice is a virtue so peculiarly adapted to the feminine temperament that women deserve to have a monopoly of it. Nor do they stop at this. They have done their best to encourage women in practicing it. The self-sacrificing wife, who never thinks of her own comfort or pleasure where her husband is concerned, but who finds sufficient happiness in life in meeting him with a glad, sweet smile when he comes home at 3 o'clock in the morning, has been the heroine of a thousand novels. The self-sacrificing mother, who slaves and pinches and economizes in order that her children may go in fashionable society and dress like the rich, has been the inspiration of innumerable poems. And thus has man nobly striven to cheer woman on as she made a burnt-offering of herself on the kitchen range.

That man has chosen to praise woman for self-abnegation, rather than seek to emulate her in it, is to his credit and not to his blame, for of all virtues that lean to vice's side, none is so conspicuous as self-sacrifice. In homeopathic quantities, and a diluted quality, self-sacrifice is advisable. To give up your own pleasure and comfort and taste for others is desirable, nay, even necessary, in the conduct of domestic and social life. It is the sense of justice with which we recognize other people's rights; it is the love that makes us desire the best for another; it is the grace and sweetness that soften our intercourse with others. But this is the mere give and take—the compromises of life—and it

is as far as possible from the tragedy of self-sacrifice that makes a person lay her every hope and desire and happiness before another to be trampled upon.

It has been reserved for woman—for good, noble, right-desiring woman—to commit this amazing folly, and it has always got her into trouble from the days of our first mother down. It was Eve's self-sacrificing desire to let Adam have the best of everything that caused us to be expelled from Eden in the first place. If she had only been content to gobble down that apple, core and all, as a man would have done, and say nothing about it, no account might have been taken of the incident. But no! It was such a good apple—nobody needs to be told that it had a most engaging and peculiar flavor, being so forbidden and so wicked—and Eve with the dear unselfishness of her sex saved the best bite for Adam, "and he did eat, and so came sin into the world."

This little contretemps, however, has never shaken woman's faith in the virtue of giving up what she wants and likes for somebody else, and the result has been that she has gone along through the ages making herself unnecessarily miserable and uncomfortable, and thereby developing tyrant husbands, and ungrateful and over-bearing children, and fostering more grasping selfishness in other people than all other agencies in the world combined.

It is a hard and unpalatable truth, but it is the truth nevertheless, that the majority of sacrifices not only are made in vain, but do actual harm to the person for whom they are made. It turns pathos into bathos, tragedy into farce, the self-abnegating saint into a Dona Quixote, to face the facts in the case; but it would save a world of suffering if women could only look at this subject rationally.

Nothing else ever comes with such a shock to a woman of a high and noble heart as the realization that she has given up her life for nothing, that all she has endured has been futile and foolish; yet this is undeniably the real and true history of nearly every feminine martyr. Of all the women who make big, overwhelming sacrifices, there is not one in a million who, looking back, can not see that the results did not justify the means, and that the people for whom she offered herself up would have been just as well off in the long run if she had gone her own way and taken the pleasures and opportunities of life that were her due.

A pertinent illustration of this may be found in the woman in every household who, by some process of natural selection that can never be known, is elected to the post of family martyr. On her are laid all the disagreeable duties that every one else shrinks. She always has to give up her room to company. She always has to nurse the sick. She does the housekeeping. She puts the babies to bed. She is the confidante of all the hard-luck stories. She has to break to papa the news of Jack's getting into debt, and stand the first outbreak

of parental wrath. She has to tell mama of Mary's determination to marry Charlie Poorman, and soften mama's lamentations. In a word, she is a human buffer that is pounded into a pulp between the worrying factions in her home.

Such a woman's life is one of daily and hourly self-sacrifice, but does any one believe that she really accomplishes any good by her martyrdom? Isn't she really aiding and abetting her family in their tyranny and laziness and self-indulgence? Certainly nothing but a mental astigmatism prevents a woman who thus allows herself to be saddled with all the family cares from seeing that she is not a ministering angel, but the humble domestic animal that is most used for the pack-saddle.

The stories of women who give up their sweethearts and put behind them all hope of marriage and happiness and homes of their own because some old father or mother can not bear to give them up, or who, filled with ambition and the consciousness of talent, sacrifice the fame and fortune that might be theirs because an aged parent does not wish to leave the provincial spot in which she or he lives, are beautiful and tear-compelling in print, but in real life such conduct is rank idiocy.

Indeed, ethically it may be doubted if it is not a crime, and if any one has any more right to sacrifice her happiness for another than she has to commit suicide in any other way. The old and tottering parent has always been supposed to have a first mortgage on a daughter's duty, but before the daughter lets her old father or mother foreclose on her opportunities in life it is as well to consider that the parents' intellects are frequently as doddering and feeble as their bodies, and that they are no more fit to judge what is best, even for their own good, than a child. The most that the woman who sacrifices everything to stay with her parents can hope for is to give them the doubtful pleasure of a gratified caprice for a few years; and the wrecking of her own life is a pretty high price to pay for the selfishness of an old person. It is the matching of an old life against a young life, and by every law of common sense and justice the young should have the right of way.

Nor does the dutiful daughter who thus martyrizs herself get the rewards of love and appreciation to which she is entitled. It is always the children who have gone away to follow their own careers, who have married and have homes of their own, and who have achieved success out in the world, who fill the old people with pride and admiration, and of whom they brag to friends and neighbors. It is my Susan who married so well, or my Jane who is on the stage, or my John who is a bank president in New York, or my Tom who is an officer in the Philippines, that they speak of with beaming eyes. Never poor, patient, self-abnegating Martha, who put everything aside that she might have done and been, in order to care for their declining years and bear with their crotchets.

But, admirable as self-sacrifice is esteemed to be in woman under all circumstances, it is when she is a mother that it is thought to reach its perfect flower, and be a thing that can not be too much multiplied and increased and grandiflora-d. The popular ideal of a perfect mother is a woman who simply makes a door-mat of herself for her children to walk over. She must be willing to sew herself to death that her children may have as many tucks and ruffles and puffs as other people's children. She must be overjoyed to turn her old dress and make over her old hats in order that her sons may go to high-priced colleges and learn a college yell. She must be willing to toil over the cooking-stove until she is ready to drop, to save her daughters from getting their hands rough and dirty. She must be willing to do without pleasures, and absolutely to efface herself in every way, and when she actually does all of these things we have the nerve to hold her up as an example to other women, instead of an awful warning.

For what is the result of the self-sacrificing mother's handiwork? Rank selfishness, base ingratitude and utter lack of appreciation on the part of the children for whom she has worked herself old and dull and stupid. In all the world there is no more pathetic story than hers. Think of the years full of toil, of privation, of anxiety, of constantly setting others before one's self, and for reward children that scorn mother's opinion, that have outgrown her, that are indifferent to her, that—pitiful God!—are ashamed of her! Surely that is the bitterest draft ever put to a woman's lips, but it is the cup that the self-abnegating mother has to drain to the dregs.

It is true that sometimes, after such a mother is dead, the children awake to a tardy appreciation of all that she has sacrificed for them, and write columns of lovely obituary poetry about her, or put up a sky-piercing marble shaft on which they emblazon her virtues. But it is doubtful if an angel takes any real satisfaction in post-mortem love and appreciation. There is no other place in the world so full of biting sarcasm as a graveyard, and most of it is addressed to mother.

Self-sacrificing mothers have always regarded it as a mysterious dispensation of Providence, and one peculiarly unjust, that what they call selfish mothers invariably have the best and most beautiful children. In reality, it is the working out of a law as inexorable as that of the Medes and Persians. Each woman reaps what she has sown. The self-sacrificing woman has taught her children that she is not worth considering, and she gets her reward in contempt, for it is human nature to despise what we trample upon. On the other hand, the woman who refuses to sacrifice herself unnecessarily, and who arrogates to herself certain rights and privileges, receives the respect that even a child pays to dignity. She teaches her children that she is the one to be considered, and they grow up feeling that they must cherish her and save her from hardships. Heaven knows the



Your brain has a limited capacity. Remove one-half its load and the remainder is handled twice as well. The five greatest troubles of a merchant—the handling of cash sales, credit sales, money received on account, money paid out and money changed for customers—are taken care of by a National Cash Register.

Michigan Tradesman

**N. C. R. Company, Dayton, Ohio.**

*I would like to know how a National Cash Register wipes out a retailer's troubles. I am sending this coupon with the understanding that it puts me under no obligation to buy.*

Name \_\_\_\_\_

Address \_\_\_\_\_

Business \_\_\_\_\_ No. Clerks \_\_\_\_\_

term "selfish" as applied to a mother is a relative one. There are plenty of places where she is bound to sacrifice herself without her going out to hunt for additional opportunities; and, as a mere matter of fact, the mother who gives up everything for her children gives up their respect to boot.

So far as a mother's sacrificing herself to give her children the benefits of an education is concerned, it is blaspheming against the American fetish even to suggest that this is a false god on whose altar millions of women are offering up their very lives in vain, but it is true. There are few things sadder than to think of the vast numbers of worn and weary mothers who are toiling on poor old farms, and keeping boarders, and taking in sewing, and economizing on even the very necessities of life, to get the money not only to send their boys and girls to college, but that they may have the class pin, and the class ring, and the class colors, and all the other paraphernalia their schoolmates have.

Ninety-nine times out of a hundred this heart-rending self-abnegation is in vain. The boy and girl are learning nothing but extravagant tastes, and habits that unfit them for the life they must lead. They are being deprived of the education of effort, of individual struggle and of poverty, that is the greatest education of all. Besides, in these days of cheap books and papers and public schools any young person can get all the education he or she needs at a cheaper price than making martyrs of parents. Nor need any father or mother fear that they are suppressing a genius by making the boy or girl bear their part of the family burden. Genius makes its own opportunities, and the men and women who have achieved most are those who have dug an education out of books with one hand while they toiled with the other, not those who have battered like parasites on the heart-blood of their poor old father and mother.

The self-sacrificing wife is also far from being the domestic blessing that she is represented. As a matter of fact, she is responsible for most of the bad husbands. Marriage is necessarily a series of concessions, of mutual forbearances and giving up of one's tastes and desires, but whenever a woman assumes more than half of this, whenever she arrogates to herself the duty of doing all of the giving up and making all of the concessions, she ceases to be a man's equal and becomes his slave, and she gets her just dues when she gets a slave's pay in indifference and contempt. Romance holds out the idea that men cherish and adore the complaisant woman. This is an error. No man ever cared for the thing that groveled at his feet, and those wives are best loved who are most respected, and who stand up at every stage of the matrimonial journey for their rights, and demand courteous treatment and a fair divide of the pleasures and perquisites of their joint partnership.

This is not a romantic view of the

subject, but it is a dead-straight line on the facts in the case. Most of women's sacrifices are made merely to minister to the selfishness of some one else, and as such, so far from being virtues, they are positive vices. Little as they may think it, in the majority of cases the martyr's crown is nothing but a fool's cap.

Dorothy Dix.

#### Women Not Ousting Men in the Business Field.

The complaint that the obtaining low rate of pay for clerks is almost or wholly due to woman's venture into the field of business has of late grown so loud that it is entitled to a respectful hearing. Men with a taint of the misogynist in their characters are clamorous in their complaints, even going so far as to suggest that woman be excluded from business life on economical grounds. Others, more fair minded, concede the fair sex the right to go into the whirl of money making and become self-supporters, but at the same time declare that woman is responsible for the low salaries paid to clerks. Nearly all men with theories on the wage question contend that she is to a large extent taking the place of man in doing the clerical work of big firms.

"A woman can work cheaper than a man," is the argument advanced against her. "As a consequence, she is superseding him in all places where she can be possibly used to do the work."

But is she? Here is the condition as it exists in most big offices in the cities, expressed by a man in charge of a great establishment's office:

"A woman is all right up to \$50 a month, after that she is not eligible, at least with us," is his opinion in the matter. "Furthermore, if we can get a man to do the same work that she does for the same money, we would sooner have him. He is the better worker of the two, and that is the only question which may be considered by the man employing help. We do not want women in the capacity of clerks."

"There are any number of reasons as to why man is the better worker. Probably the great and prime reason for this is that woman is out of her element as a wage earner. Her place has been from the beginning in the home. Man has always been the provider. When she leaves her proper environment for the business life she is at once at a disadvantage. The qualities that make her fitted as a power in the home are a hindrance to her in business. The nature that is a shining light to husband, or to children, is all at sea when it begins to grapple with the problems of money making."

"That this is a fact is shown by the way the 'new woman,' who is supposed to be a creature altogether different from the old, does not make a good business unit. For all the talk about women replacing men in office work is wrong. There were a few years of experiments. Many firms, delighted at the way in which women accomplished their duties as ste-

## Judson Grocer Company

### SUGAR

#### Fresh Cane Sugar

Supply your wants from our daily arrivals of fresh, Eastern Granulated and other grades. Manufactured exclusively from Cuban cane.

None better for table, canning and other family purposes.

The best to stand damp and warm weather.

### Powdered Sugars

We grind daily in our own mill, from pure granulated sugar, XXXX Powdered, Standard Powdered and Fruit Powdered.

It is therefore fresh and free from lumps. The finest powdered sugar obtainable.

Buy From Us

## Judson Grocer Company

Grand Rapids, Mich.

## A Good Grocer

knows that to keep his old customers and make new ones, he has to keep fresh stock, and fight shy of the stock that gets old because there isn't call enough for it. And that's fatal to nothing so surely as to your cereal stock—your oatmeal. Cut out the questionable brands. Stock up on the quick-moving brand—the kind they all want—

## QUAKER OATS



nographers, went to work and installed many other women as clerks. But the experiments are over now. When you hear now of a firm asserting that they are putting in women clerks in their offices you can depend upon it that that firm is content to have, and wants to have, cheap class help.

"Women can work cheaper than men. That is about all that can be said for them in a business way. While they may be able to fill \$8 or \$10 positions quite as well as most men would fill them, they are utterly incapable of developing into 'good business men' worthy, or possible, of promotion to positions of power and responsibility. No; women are not ousting men from their positions in the good offices."

A canvass of the larger offices in almost every city in the country would show this to be true. With the great packing firms of Chicago whose offices are among the largest, if not the largest, in the world, the woman as an office worker in any other position than that of stenographer does not find favor. She is employed to some extent in minor positions, but in the places where responsibility is placed upon an employee's work only men are eligible. The general offices of railroads pursue the same system in choosing clerks, and in many of these the woman is tabooed even as a stenographer. Hard work is the motto in this class of offices, and woman is not adapted to hard office work.

In most of these places the pay is good. Sixty-five dollars a month is not far away from the average minimum maintained in many of them, except among the younger classes of employees. This might be taken as substantiation of the theory that woman is responsible for wage reduction, for in the offices where she is on anything like equal numbers with the men it must be admitted that the pay is much lower than that quoted.

But this argument is unfeasible. The higher pay in the offices where women are scarce means simply that the work is of a higher grade or a more arduous nature, and economical conditions invariably regulate that the pay for such work shall be higher. Men draw this higher pay here simply because the work is such that only they are compatible with it. There are positions in these larger offices, especially in the packing house offices and those of the railroads, where it is necessary that a clerk shall work at top speed day after day, with little or no cessation. A woman in one of these positions may do excellent work for a period, but a breakdown is the inevitable end. Because these positions are of utmost importance to an office's routine there are always trouble and woe in the wake of a breakdown in the person holding them. It takes time to "break in" a new worker and occasions much disorder in a well regulated office. Also women go away to get married. As a consequence employers will not have women in these positions. They want some one whom they can rely upon,

not only as far as the accuracy of work is concerned but also in the matter of "staying with it." Women can not be depended upon to do this.

Then there is the position where, during seasons, the clerk is "rushed to death." In such a position a woman is lost. There are women who can keep a cool head when work is being shoved at them so fast that it piles up in a pile in front of one which no amount of effort seems to reduce, but they are few. Most women clerks, so soon as they see that they are getting behind in their work, go at it with such feverish energy that it is soon a hopeless mass of tangles and mistakes, or else they sit down with their hands in their laps and weep. Neither course of conduct is compatible with the best sort of work. These are a few of the things that have helped to keep women from superseding men in office work. There is little or no prejudice against her because she is a woman. Such prejudice as there is is based on the facts mentioned.

However, there are offices where woman is the rule and not the exception among the clerical positions. Usually these are small ones, where neither the volume of work done nor its nature demands that the clerks be of a high order or able to stand much hard work. The pay in these places is commensurately lower than with the larger firms, where a higher grade of work is required. In these places it may be that woman has taken the place of man, but as the pay is seldom over \$8 a week, it is certain that man is only the better for having been superseded. But, in the main, it is sure that woman is not wanted in general office work.

R. F. Neal.

#### Wanted the Whole Outfit.

Colonel Henry Watterson tells with gusto of the eccentricities of a quaint character in Frankfort, Ky., named Ezekiel Hopkins.

Zeke once gained the admiration of his fellow-townsmen by saving the lives of many excursionists on a train coming into Frankfort. There had been a washout resulting in a spreading of the rails. Zeke, discovering the danger, flagged the train in time to prevent a disaster.

Some weeks thereafter a committee of Frankfort citizens called upon Zeke for the purpose of presenting to him, as a testimonial of regard and esteem, a gold watch that had been purchased by the contributions of the townspeople. The head of the committee, with a grave bow, approached Zeke and said:

"Mr. Hopkins, it is the desire of the good people of Frankfort that you shall, in recognition of your valor and merit, be presented with this watch, which, they trust, will ever remind you of their undying friendship."

Without the least emotion, Zeke ejected from his mouth a long stream of tobacco juice, took the watch from its handsome case, turned it over and over in his wrinkled hand, and finally asked with the utmost naivete:

"Where's the chain?"

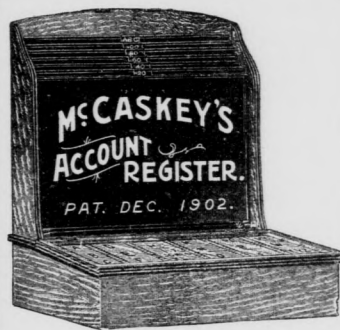
## We Have Moved

into our new building on No. Division street where we have on exhibition a large and complete line of latest styles in horse drawn vehicles—also several new Franklin and Olds Automobiles. Shall be pleased to have all our friends and prospective buyers give us a call.

Several good bargains in second hand Autos.

### Adams & Hart

47-49 N. Division St. Grand Rapids, Mich.



They  
Recommend  
the  
McCaskey

TUSTIN, MICH., MAY, 13, 1905

McCASKEY REGISTER CO., ALLIANCE, OHIO

Gentlemen: It is with a great deal of pleasure we write you this letter to let you know that, after using your account register for over four months, we are perfectly satisfied. Have been engaged in business here over 18 years, and during these years used different methods, but your account register and system is superior to any that we have ever used or seen; everybody admires it who sees it. We recommend it to anybody doing credit business in a retail way, for it saves time and money.

Yours respectfully,

LOVENE & STEVENSON

TUSTIN, MICH., MAY 13, 1905

TO WHOM IT MAY CONCERN:

I have used one of McCaskey's Account Registers since the 1st of January, and consider it one of the best arrangements for keeping accounts I ever saw. Am so well pleased with it that I would not part with it for any money if I could not get another. To anyone running an account system, I cannot recommend them too highly; only do not make the mistake I did and get one too small. Mine is for 320 accounts.

Yours truly,

W. M. HOLMES & CO., per Holmes

Your Accounts Can be Protected From Fire

Write for Catalogue

THE McCASKEY REGISTER CO.  
ALLIANCE, OHIO



### Contest To Interest Both City and Country Trade.

"I have been successful in originating special schemes to interest my country trade," said the proprietor of a New York State shoe store to the writer recently, "and I have no doubt that I can devise a plan to get more city trade, but I am at a loss to think of one scheme in the way of a contest that will interest city and country trade alike and make it an even chance for the urban and the suburban resident to win.

"As to arousing interest among country people," the dealer continued, "I can no doubt inaugurate a pumpkin, squash or cucumber contest that would keep up interest in my store from spring until fall. Now it isn't possible for city folks to grow pumpkins, yet I believe, from what I have read of similar contests, that the country people take great interest in them and that the store is well advertised in this way.

"Every spring I put out a great deal of advertising matter in the country, and when this is done I distribute the seeds from which the pumpkins are to be grown. Not only are the farmers grateful for good pumpkin seeds, but they are able to raise large pumpkins which provide fodder for their cattle and make the much relished pumpkin pies. It is said that farmers have a way of 'feeding' pumpkins that causes them to grow to mammoth size. But of course there is no objection to this. In fact, the more attention bestowed, the more advertising the store will get. Prizes of furniture, silverware and farming implements would no doubt be most appreciated as prizes. These should be described in circulars distributed with the seeds, and the prizes should be displayed in the store window and at the country fair, if possible.

"As I have said, a contest of this kind will not prove effective with the city trade. I have thought of a coupon scheme. With every sale of ten cents' worth of goods I could give a coupon, check, or ticket. To the boy or girl collecting the greatest number of tickets I could give a handsome prize, such as a pony. I think this would greatly stimulate trade, as every boy and girl in town would hustle and urge their parents and all of their aunts, uncles and friends to come to this store to buy shoes and findings. Perhaps it would be best to offer a half dozen or even more prizes. I have never tried a scheme of this kind and have not been able to figure out just the right way to go at it. It has been suggested that to the child collecting the greatest number of coupons I give a certain amount of money, say \$25. But I believe that the average boy or girl would rather have a phonograph, or a kodak, than the equivalent in money.

"In discussing the matter with a friend he said that I should make the prize a big one, worth several hundred dollars, and suggested that I offer a piano. It is possible that I could buy a \$400 piano for say \$250, because of the advertising that the scheme would give the instrument; but I am told by another friend that neither a boy nor a girl would appreciate a piano, and that I could not get women sufficiently interested to induce them to hustle for the piano. So, after all, I believe I shall have to have a number of articles, which anyway is preferable to one prize. Where a single prize is offered the average boy or girl is likely to say: 'I can't get that, so I won't try,' but if several prizes are offered there are more chances and I think a great many persons would enter into the contest with vim.

"If I could think of a scheme that could be worked in both city and country I would like it. But the pumpkin contest isn't adapted to the city and the coupon scheme wouldn't give the country children a ghost of a show of winning a prize. So you see I am in a quandary.

"There's another thing regarding a prize competition that I want to speak about. It is this: A contest of the kind I have outlined for the city trade has been known to bring in a lot of new customers, and of course that is its purpose. During its continuance a dealer should be especially careful to please this trade, as on his efforts, and on the kind of shoes that are sold will depend, in a sense, whether that customer will return to the store when he wants to make another purchase. One thing is sure. A dissatisfied customer will do the store more harm than a dozen satisfied customers will do it good. Therefore, it is up to the proprietor and his clerks to see that every one who enters his store has prompt and considerate attention, no matter if the customer is only a juvenile, the attention should be the same, even if the call is for nothing more than a pair of shoe strings. One must remember that boys and girls grow to be men and women in a comparatively short time. So many persons are prone to slight the wants of children that when a youngster is shown kind treatment he remembers it. It is important to make friends with all of one's customers. In every business a man's friends are worth money to him. It is not only good policy to make friends, but it is the right principle."—Shoe Retailer.

### Scandinavian Jealousy.

As an instance of the jealousy existing in the relations between Norway and Sweden it may be noted that the boundary line between the two countries is the most minutely exact in Europe. In every parish touched by the line there is deposited an elaborate plan which is renewed every ten years, the whole of the work of surveying, etc., being carefully repeated each time.

Bad business is like ivy—the greater the ruin the closer it clings.

# The Ruling Passion "Tans"

## In Oxfords and High Cuts For Summer Wear

Tans are bound to be the thing this summer. We have a full line—all grades—all styles—all prices—up-to-the-minute in every way. Send us your mail order for prompt service.

### OXFORDS

813 Men's Russia Calf Blu Ox., Rex Cap Toe, Goodyear Welt, 3, 4 and 5 wide.....	\$2 50
811 Men's Russia Calf Blu Ox., Bronx Cap Toe, Goodyear Welt, 3, 4 and 5 wide.....	2 25
809 Men's Russia Calf Blu Ox., Lenox Cap Toe, Goodyear Welt, 4 and 5 wide.....	2 15
806 Men's Russia Calf Blu Ox., College Cap Toe, Goodyear Welt, 4 and 5 wide.....	1 75
804 Men's Russia Calf Blu Ox., College Cap Toe, ½ D. S., M. S., 5 wide.....	1 50

### HIGH CUTS

972 Men's Russia Calf Blu Bal, Bronx Cap Toe, Goodyear Welt, 4 and 5 wide.....	\$2 50
966 Men's Chocolate Kid Bal, York Cap Toe, Goodyear Welt, 4 and 5 wide.....	2 50
956 Men's Russia Calf Blu Bal, Lenox Cap Toe, Goodyear Welt, 4 and 5 wide.....	2 15
938 Men's Russia Calf Blu Bal, College Cap Toe, ½ D. S., M. S., 5 wide.....	1 75
923 Men's Russet Grain Blu Bal, College Cap Toe, ½ D. S., M. S., 5 wide.....	1 50

Be up-to-date and carry a line of TANS to meet the demand of your trade. We also carry a swell line of Boys', Youths' and Little Gents' Tan Shoes and Women's, Misses' and Children's Tan Oxford, Ties and Strap Sandals. Don't forget we are headquarters for good things in shoes. Try us and get your money's worth.

**C. E. Smith Shoe Company, Detroit, Mich.**

Mention this paper when ordering.



## Women's Oxfords

### Black—Tan—Patent

We Have Them in Stock for Immediate Shipment

2478—Women's Kid Sandal, ribbon tie.....	\$1.00
2806—Women's Kid Sandal, 4 strap.....	.80
2807—Women's Kid Sandal, 4 strap.....	1.10
2809—Women's Kid Blucher Oxford, patent tip.....	.80
2480—Women's Kid Blucher Oxford, patent tip.....	1.10
2481—Women's Kid Blucher Oxford, patent tip.....	1.00
2378—Women's Kid Oxford, patent tip.....	1.00
2805—Women's Dongola Tan Oxford.....	1.00
2472—Women's Calf Tan Oxford.....	1.15
2813—Women's Patent Vamp Oxford.....	1.20
2814—Women's Vici Blucher Oxford, patent tip.....	1.20
2439—Women's Vici Blucher Oxford, patent tip.....	1.60
2444—Women's Vici Tan Oxford, patent tip.....	1.60
2446—Women's Patent Button Oxford, light welt.....	1.85
2503—Women's Russia Calf Oxford, welt.....	2.00
2504—Women's Patent Colt Oxford, welt.....	2.00

We know you will be pleased if you buy any of the above. TRY IT.

**Geo. H. Reeder & Co.**  
Grand Rapids, Mich.



**How To Get Rid of Shelf Warmers.**

Keeping a shoe stock fresh and active is a problem of absorbing interest to the merchant. Some strongly favor putting good premiums on slow sellers as an incentive to salesmen to force the goods out of the way. A number of the successful dealers in Boston, by keeping a close watch on sales, prevent heavy over-stocking and use the small quantities carried over as available merchandise for "anticipation sales" at the opening of the corresponding season the next year. There are others, again, who have made it a rule never to carry shoes longer than a year, and, believing it best to take the first loss, dispose of their accumulations at auction. They argue that no matter what the intrinsic value of the goods may be, it is better to turn them into money, and this again into new goods, than to carry stock which depreciates with age and grows more costly the longer it is kept on the shelves. This applies to both the high and medium priced lines.

In seeking information on this important subject the position of the merchant in small towns has been considered. With him conditions are different than with the city dealer. In the country, perhaps, footwear is footwear until it is sold, and style is not the factor it is in the city. Dealers in small country towns carry varied and extensive stocks in order that all kinds of customers can be suited, and also to keep out competition. In the course of our enquiries we learned that there are many country dealers encumbered with more footwear than they find it healthy to carry.

One of the prominent merchants interviewed said he knew of a country retailer carrying about \$15,000 worth of stock and doing about half that amount of business. He has carried merchandise from ten to fifteen years. He has been bad pay a number of years, yet steadfastly refuses all suggestions, any one of which, if put into operation, would enable him to clean up a portion of his stock sufficient to realize about \$6,000, release him of debt and enable him to start a new season with a freshened stock and better prospects of greater business. But all propositions to sacrifice his shop-worn and aged stock for what it will bring he will not entertain, holding that he will yet realize 150 per cent. on it. This is but one of many similar cases cited to us and illustrates the deplorable conditions of some country dealers, not, however, to nearly the degree of some years ago. Every year the ideas upon this question improve and, strange as it may seem, the first suggestion usually comes from the shoe manufacturer, who advises buying less.

The auction-room as an outlet for slow-selling stock or accumulations of an undesirable nature is favored by large and successful retail dealers. A gentleman operating six stores was asked if he had found the auction room a convenient means of disposing of stock unmoved by "specials" and P. M.'s. He said: "It is best to auction such stock or sell it to any one

of the small retailers who make a specialty of buying this kind of merchandise. As to the P. M., even that has its limit. Some salesmen do not care how well such stock is 'spiffed,' they will, nevertheless, please their customers. The retailer must not lose sight of the fact that every shoe he tries to sell costs him more money, such as interest on capital, advertising, wages, store expenses, and the amount of capital he has thus tied up in this stock; while by getting rid of it he keeps his stock clean. There are a number of fellows scattered about the country who buy shoes in small lots and in bulk, and sell them again to little fellows in small towns.

"What is such stock usually worth? Just what the merchant can get out of it and no more. It is like having paper stock that is worthless. There is no use holding it for as it grows older it grows worse. By getting rid of such accumulations in time the dealer gets his salesmen in better frame of mind and puts more enthusiasm into them, which is beneficial to his business. How can the dealer fix the value of such a stock? If those shoes cost him \$2.25, would he buy them at \$1? Probably he would not want them at any price. Sometimes the auction people get the best of you, sometimes you get the best of them."

"The auction room, as an outlet for old shoe stocks, is the most satisfactory way," says one of Boston's large manufacturing retail houses. "We never carry goods longer than two seasons. That is the way we keep our stock clean and fresh. Once it is disposed of you know your loss and are done with it for good. What should such a stock bring? Well, if it is full in sizes it should bring from 40 cents to 50 cents on the dollar; if badly broken and in small lots—odds and ends—not more than 25 per cent. of the cost price. We have found the auction room a more satisfactory outlet than through the small dealers, who do their utmost to depreciate your offering and who rarely want to give more than 25 cents on a dollar for merchandise that will undoubtedly fetch 40 cents at auction. The auction is a clean transaction. As to the best place to sell surplus stocks, I should say in the leading trade centers, such as Boston, or the large towns nearest to the country merchant."

The head of the shoe department in a large dry goods store said: "We send all accumulations to the auction. Don't know any other way to get rid of surplus goods. Let me give you an old adage in a new form, as applicable to the subject: 'Sell the goods first and figure it afterward.'"

A credit banker who has an extensive business acquaintance with retailers says he has advised some of his merchant friends, burdened with a surplus stock of footwear, to sacrifice a good portion of it at auction, and he knows that they have done so satisfactorily, as the next season they have come into the market, paid their bills and bought fresh stock, declaring that they never would be caught again.—Boot and Shoe Recorder.

# No. 442

Men's Kangaroo  
Bellows Tongue Bal  
1/2 D. S. Standard Screw  
French Toe Plain

This Shoe is Made for Hard Service

Nothing to equal it at the price

**\$1.60**

**Hirth, Krause & Co.**

Grand Rapids, Mich.

## TOP-ROUND \$3.50

No. 53. Always in Stock.



A staple shoe—one that is a great fitter, and for service there is nothing like our patent colt, which we guarantee. Let us send you a sample dozen freight paid, and if not as represented we

want them back. Write now. Our man is in your State—let him call on you.

**White-Dunham Shoe Co., Brockton, Mass.**

W. J. Marshall, Detroit, Michigan Representative.

### Do You Guarantee Your Shoes?

Your manufacturer or jobber does not want you to lose anything on shoes that are defective in workmanship, but on the other hand they do not wish their factory to be made the dumping ground for a lot of half-worn shoes from your community.

Tell your customer the truth about the shoes you sell, and endeavor to get him to tell you the truth about the wear he has given them.

Confidence begets confidence. If you are frank with him he will be ashamed to be otherwise with you.

The Golden Rule is a mighty good thing to use in a case of this kind.

A retail shoe man in a Southern town had this to say about returning shoes:

"I guarantee every shoe I sell to be just what I represent and no more; have been in business here several years and personally know a great many of my customers.

"When a shoe does not prove satisfactory and is returned to me, I fix it up at my own expense, if possible. If it has gone entirely to the bad in an unreasonably short time I send it back to the factory, but that occurred only twice in the last two years. I tell the truth about my shoes and my customers know it. I consider that the only way to build up a successful business."

Mighty good logic, that.

A shoe man out West said: "I never guarantee a shoe, and have never returned a pair to the factory. My business is very satisfactory and I have no complaint to make. How do I account for it? I sell nothing but good shoes if I can avoid it. When a customer wants a cheap shoe I try to talk him out of it. If he persists in wanting it I tell him to take it at his own risk. If he wants a good shoe it isn't necessary to guarantee it. What do I consider a good shoe? I would say \$2.50 for a woman's shoe and \$3 for a man's. With very few exceptions, shoes of that price can be relied upon."

He deserves success.

Shiny leather shoes are a very uncertain proposition, from a wearing standpoint, and the dealer who guarantees them is courting financial destruction. We do not know of a single manufacturer who will allow any rebate on them for imperfections in stock.

Some over-zealous clerks guarantee them in order to make a sale, but it is done without the proprietor's sanction.

However, some dealers make them good if they turn out badly, but their form of "making good" usually consists in offering an allowance on another pair.

The manager of one of the largest shoe stores west of New York said: "I do not guarantee patent leathers for an hour. I do not buy of a single factory who would allow me any rebate if I returned them. Still, we have a dissatisfied customer return a pair occasionally.

"What do we do about it? Give her the usual talk about buying them at her own risk, that we did not place the slightest guarantee on them, etc.

"If she is a good customer and gets insistent we make her an allowance on the next pair and she is partially satisfied."—Dry Goods Reporter.

### Proper Fitting of the Feet.

The importance of careful fitting can not be overestimated. For proof, look about you. Who are the people who are doing the leading, first-class shoe businesses all over the land? They are the ones whose salespeople are instructed to give every customer a correct fit; to give him or her the style suited to his or her particular foot—instructed not to fit a flat foot with a high-arch shoe, nor a slender, fleshless foot with a wide width, which allows the foot to slip forward and crowd and distort the toes. Who is the man who has the solid, stable shoe business in any town? It is not the man who has bargain sales and cuts prices. It is the man who gives good value to his customers and fits their feet. Such a retailer does not allow his customers to take shoes home to fit themselves. He insists upon his customers being fitted in his store by salespeople who thoroughly understand the art of fitting the foot, and who make a point of selling their customers shoes that fit well after being worn. He realizes that the careful and proper fitting of feet is the stronghold of all first-class shoe houses. He pays good salaries for first-class salespeople, securing the best there are in his city. He gives sufficient, intelligent thought to the selection of his styles and the purchasing of a sufficient number of widths to be able accurately to fit his trade.

### Observations of a Young Woman Behind the Counter.

Orient, May 22—In the wealthy home or whirr of life filled with momentary pleasure of this world's



We face you with facts and clean-cut educated gentlemen who are salesmen of good habits. Experienced in all branches of the profession. Will conduct any kind of sale, but earnestly advise one of our "New Idea" sales, independent of auction, to center trade and boom business at a profit, or entire series to get out of business at cost.

### G. E. STEVENS & CO.

209 State St., Suite 1114, Chicago.

N. B. You may become interested in a 300-page book by Stevens, entitled "Wicked City," story of merchant's siege with bandits. If so, merely send us your name and we will write you regarding it when ready for distribution.



### Merchants, Harken

We are business builders and money getters. We are experienced. We succeed without the use of hot air. We don't slaughter prices. If we can't make you reasonable profits, we don't want your sale. No company in our line can supply better references. We can convert your stock, including stickers, into cash without loss. Everything treated confidentially.

Note our two places of business, and address us

### RAPID SALES CO.

609-175 Dearborn St., Chicago, Ill.  
Or 1071 Belmont St., Portland, Oregon.



## The Skreemer Shoe

"The Shoe That Provides"

Provides your customers with one of the most stylish and durable popular priced shoes made.

Provides you, the retailer, with a handsome profit on each pair.

We have a proposition to make to one dealer in each town. Will you be that dealer? Write us.

## Michigan Shoe Company

Distributors

Detroit, Michigan



## Educate Your People to Buy Better Shoes

Better shoes mean:

Better Prices

Better Profits

and most of the best trade in your locality.

Shoes made under the above trade mark are among the best. They always give that "better satisfaction" that brings people back for another pair of the same.

Our line is large. You can look it over any time by writing to have our salesman call.

Rindge, Kalmbach, Logie & Co., Ltd.

Grand Rapids, Mich.



pride and fashionable society, and eager anxiety for worldly gain, no place, no time for those peaceful, restful thoughts of higher spiritual life which bring true contentment.

"But they that will be rich fall into temptation and a snare, and into many foolish and hurtful lusts, which drown men in destruction and perdition."

"For the love of money is the root of all evil, which, while some coveted after, they have erred from the faith, and pierced themselves through with many sorrows."

I have heard related a true story of a beautiful young lady whose great desire for wealth induced her to marry to procure it, spurning the entreaty of a kind mother, who feared that she would some day regret the deed, with the scornful answer, "Give me wealth and society and I shall be happy." But her anticipations proved a sorrowful failure, in her own confession that a gilded palace brought not the desired happiness. The lesson learned, her only consolation was to be useful and helpful to others.

But more common financial conditions—blessed with the necessities of life, with but few extras, and a mind to count and appreciate the blessings one by one, thankful always for all things—bring satisfaction and contentment.

There is more real true happiness to be found in a hovel, with a mind suited to the conditions, than in a palace with discontentment.

Love, joy, peace, long-suffering, gentleness, goodness, faith, meekness, temperance—all these qualifications make us worthy of that consoling promise, "All things work together for good," which alone should make us contented and happy.

Not that we should sit idly down with folded hands and wait for the good things to come our way. There is service to be rendered. "Not slothful, but diligent in business," is not only our privilege but our responsible duty, looking after the losses on either side of the transaction, that no one be the loser, rendering to every man his due, careful not to overestimate our ability and thus fall short of the contract.

"Owe no man anything but to love one another, for he that loveth another hath fulfilled the law."

"Seest thou a man diligent in business? He shall stand before the king."

"Fervent in spirit, serving the Lord."

I know no better way to do this than to follow Jesus' self-sacrificing spirit—no room for selfish motives and desires, living not for our own enjoyment and pleasures except as they may be found in a life devoted to the welfare and happiness of others; caring for the sick and needy, lifting the fallen, assisting the weak; no time for complaining, fretful or irritable thoughts but filled with peace and good will.

"Finally, brethren, whatsoever things are true, whatsoever things are honest, whatsoever things are just, whatsoever things are pure, whatsoever things are lovely, what-

soever things are of good report, if there be any virtue, and if there be any praise, think on these things."

With this pure-thought lesson well learned and practiced, could we not, like Paul, learn in whatsoever state therewith to be content?

This life brings to all its displeasures. Although our fanciful dreams and anticipated joys vanish into illusion, doubtless our seeming loss is but our gain, and what could not or should not be otherwise must be bravely endured, learning and utilizing submission and endurance. If there were no cloud we would scarcely know how to appreciate the sunshine, and as the showers are needful for the growth of grain just so the storms of life may be necessary for our spiritual and financial growth—to reap for us the golden harvest. With a well-poised mind and a commanding "Peace, be still," we may learn to calm the tempest of to-day in the sunshine of to-morrow.

Tinnie Loucks.

President Roosevelt has been in every state and territory of the Union except Florida and Arkansas during his term of office and on his next trip he will visit them. He is the greatest traveler that ever occupied the presidential office. He is at home in all sections of the country and knows the people and their attitude as few men have ever done.

### Saves Oil, Time, Labor, Money

By using a

### Bowser Self Measuring Oil Outfit

Full particulars free. Ask for Catalogue "M"

S. F. Bowser & Co. Ft. Wayne, Ind

### The Grand Rapids Sheet Metal & Roofing Co.

Manufacturers of Galvanized Iron Cornice, Steel Ceilings, Eave Troughing, Conductor Pipe, Sky Lights and Fire Escapes.

### Roofing Contractors

Cor. Louis and Campau Sts. Both Phones 2731

### AUTOMOBILES

We have the largest line in Western Michigan and if you are thinking of buying you will serve your best interests by consulting us.

Michigan Automobile Co. Grand Rapids, Mich.

### Arc Mantles

Our high pressure Arc Mantle for lighting systems is the best money can buy. Send us an order for sample dozen.

### NOEL & BACON

345 S. Division St. Grand Rapids, Mich.

### Do it Now

Have Your

### Furnace

cleaned and repaired now and avoid the usual rush accompanying the advent of cold weather in fall. You will save a lot of annoyance. Write or phone us and we will send one of our competent furnace men to attend to your wants.

Weatherly & Pulte  
97 and 99 Pearl St.

## Like the Iceman New Oldsmobile



Like the iceman, who hustles the ice,  
Is not the man to kick on price.  
If for his money he gets a good thing,  
His praises of it will surely ring.  
That is the case with HARD-PAN shoes.  
The cheapest and best of all to use.

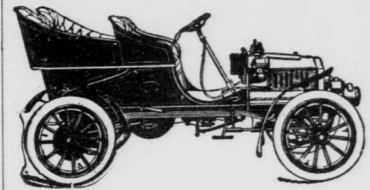
Dealers who handle our line say  
we make them more money than  
other manufacturers.

Write us for reasons why.

Herold-Bertsch Shoe Co.,

Makers of Shoes

Grand Rapids, Mich.



Touring Car \$950.

Noiseless, odorless, speedy and safe. The Oldsmobile is built for use every day in the year, on all kinds of roads and in all kinds of weather. Built to run and does it. The above car without tonneau, \$850. A smaller runabout, same general style, seats two people, \$750. The curved dash runabout with larger engine and more power than ever, \$650. Oldsmobile delivery wagon, \$850.

Adams & Hart

12 and 14 W. Bridge St., Grand Rapids, Mich

### RUGS FROM OLD CARPETS THE SANITARY KIND

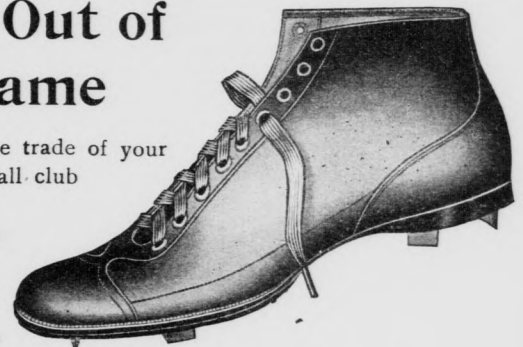
We have established a branch factory at Sault Ste Marie, Mich. All orders from the Upper Peninsula and westward should be sent to our address there. We have no agents soliciting orders as we rely on Printers' Ink. Unscrupulous persons take advantage of our reputation as makers of "Sanitary Rugs" to represent being in our employ (turn them down). Write direct to us at either Petoskey or the Soo. A booklet mailed on request.  
Petoskey Rug Mfg. & Carpet Co. Ltd.  
Petoskey, Mich.

## You Are Out of The Game

Unless you solicit the trade of your local base ball club

## They Have to Wear Shoes

Order Sample Dozen



## And Be in the Game

SHOLTO WITCHELL

Sizes in Stock

Majestic Bld., Detroit

Everything in Shoes

protection to the dealer my "motto." No goods sold at retail.

Local and Long Distance Phone M 2226

## Our "Custom Made" Line

Of

## Men's, Boys' and Youths' Shoes

Is Attracting the Very Best Dealers in Michigan.

WALDRON, ALDERTON & MELZE

Wholesale Shoes and Rubbers

State Agents for Lycoming Rubber Co.

SAGINAW, MICH

## SODA WATER SYRUPS.

## Best Methods of Preparing and Serving Them.

The secret of the druggist holding his soda-water trade must lie in the superior quality of his goods as compared with the confectioner and dry goods man. With his intimate knowledge of the requirements of this branch of his business he ought to be in a large measure the manufacturer of the flavors that he serves, not alone because he can make them better but because he should have, and certainly to-day needs, the additional profit accruing therefrom.

This branch of my business commands my personal attention as much and more than some others, and my constant aim is to learn how I can improve the quality of my products. I confine my attentions, however, to what may more properly be called the legitimate serving of soda-water as such, as against the serving of soda-water that has to be drunk with a spoon; for I contend that the introduction of any foreign substance into a glass of sparkling soda destroys its quality just as the pouring from one tumbler to another, to make up for unskilled drawing, reduces the sparkle and life, making it akin to hydrant water.

My method with all fruit syrups is the cold process entirely, relying solely on the preservative power of sugar and a small quantity of C. P. acetic acid. I never use the least heat, for the instant that is done, whether in vacuo or not, the natural delicate flavor disappears and you have that of cooked preserves.

I have no use for the soft, cheap, stale berries of the market, but get them right from the vines, mash them, hulls and all, and throw the pulp on a coarse linen strainer stretched over a half barrel (saw a rock-candy syrup barrel in two and you have good tubs for this use), and with a wood paddle work the juice through until the pulp is fairly dry. Then pour for 40 quarts of berries 3 or 4 quarts of water over the pulp, to wash it out, transfer the pulp in small portions to a small wood cider press and express the remaining juice. To each gallon of this add 1 ounce of concentrated C. P. acetic acid and 13 pounds of granulated sugar, stir frequently, cover up and set away over night. In the morning skim off the greater part of the pulp that has risen to the top and when the sugar is all taken up, strain again and put away in 3 or 4 gallon jugs in a cool cellar.

Reduce the concentrated syrup about one-half with the rock-candy syrup when put into the fountain, adding also one-half pint of water to each quart of the combined syrups to reduce it to the right density. Also add to each gallon of all fruit syrups when put into the fountain  $\frac{1}{4}$  to  $\frac{1}{2}$  ounce of the following "acid solution," which is required to develop their flavor: Tartaric acid, citric acid, each 4 ounces; boiling water, 8 ounces; filter.

In making pineapple syrup I remove the outer coat, cut them in

slices, which I then run through an Enterprise horizontal press, thereafter proceeding as with berries. For orange I prefer the Jamaica variety, which comes in barrels, each wrapped in a coarse brown paper, for they give me a superior and more lasting flavor than other growths. The oranges and lemons are cut in halves; the juice is expressed with a "King" lemon squeezer, and the pulp on the strainer washed with about a gallon of water to a barrel (about 550) of oranges or a box of lemons. Then add the acetic acid and sugar, the same as for the berries. The lemon syrup, when put into the fountain, requires a much greater reduction with rock-candy syrup on account of the varying tartness of the fruit, according to the season. To each gallon of the orange and lemon, when put into the fountain, I add 2 ounces of the "extract of the fresh peel." You will observe that these syrups are cloudy and contain more or less pectinous matter, for I do not use heat to clarify them, nor do I wish to, and thus remove their attractiveness to the palate, for they are practically a natural fruitade. No complaints of these or requests for the clear, handsome fruit-juices at my counter have been made.

For a reducing syrup, and for making vanilla especially, I use only rock-candy syrup, no matter what it costs, for it pays in the superior flavor and sweetness it possesses over a granulated sugar syrup.

My vanilla contains in each gallon 2 ounces of a high grade old true vanilla (not an atom of tonka) and a pint of rich Vermont maple syrup.

For foam in any syrup requiring it I use only the whites of eggs.

My coffee is made by hot percolation, 16 ounces of coffee to the gallon of finished syrup, and the blend of coffee that I prefer is 2 parts of Java, 1 part of Mocha, 1 part of Maracaibo, and all a light roast, for most coffee sold is ruined by over-roasting so as to give a dark, supposedly strong infusion. The coffee must be ground as fine as spice, and only ground at the instant of making, and it must be made fresh every day, otherwise it resembles warmed-over restaurant goods.

My chocolate is made from Solid Confectioners' Chocolate (roc cakes), not cocoa, but what is known commercially as "liquor" chocolate, containing all the oil, etc. It is nonsense, as nearly all published directions direct, to "carefully shave the chocolate, etc." I throw it into a "struck up" tin dish in one-half pounds lumps, keeping the paddle working when boiling the first time. Here is my formula: Four ounces chocolate, 1 ounce corn starch, 8 ounces cold water. Stir and add 24 ounces boiling water, set over a strong, direct fire and boil hard for three minutes, whipping and stirring constantly to avoid burning and to make it smooth. Then add 3 ounces sugar and 24 ounces boiling water and boil hard again. Then again add 3 ounces sugar and 24 ounces boiling water and bring the whole to a hard boil. Remove from the fire and strain

through a wire cullender, and when cold add 1 ounce extract vanilla. There is no special trouble about cleansing the glasses after serving this. If this is put into the fountain, which is best on account of keeping it cold, then it should be drawn off and turned back once or twice a day, for being in the nature of an emulsion it is necessary to keep it evenly mixed.

Now, a word about serving. Add the cream syrup to every fruit syrup (unless forbidden), except lemon, and to vanilla, chocolate and coffee, whether called for or not. Do not think that you have saved just so much by not doing so, because your customer failed to specify cream, for it is your real interest to give the patron the best and richest-flavored glass of soda possible and not to strive to "skin" it. Draw your soda rapidly, not necessarily all foam either, unless you are thoughtless; and when there are two or more of a party, get out all the flavors into the tumblers before commencing to draw the carbonate water so that all can drink together. Always pass the glass into the holder before the customer with the left hand, because then the hand does not come in contact with the part of the tumbler that touches the lips of the drinker. If lime juice and lemon is called for, do not follow the order, but give the party what he wants, not what he called for, viz: lime juice sweetened, for adding lemon only intensifies the acidity. This rule applies to "acid phosphate and lemon" as well. Therefore, have a faucet convenient in which to keep the rock-candy syrup for that purpose. Avoid also serving vichy and lime juice or vichy and phosphate, for if your vichy is what it should be (alkaline) it would be neutralized by the acid and rendered flat and injure your reputation, besides being a waste for you; rather serve plain soda with these and you serve your customer best. But you need not impart all this to them. Don't, don't stir your soda or phosphates with a spoon; the phosphates should be drawn "solid," of course. Reduce your acid phosphates two-thirds and turn in from a glass-stoppered bottle a teaspoonful of this into the small thin tumbler first, then the syrup flavor, then from another tumbler pour in at the side, holding it above a little, when it will mix without foam and yet be bright and sparkling—but do it rapidly; don't go to sleep over it! Throw into the ash barrel the pepper-sauce-bar-room-barber-shop-shampoo squeezer bottles, and keep the acid and lime juice in and turn out from a glass-stoppered bottle.

I have a refrigerator that stands close to my fountain, the top on a level with the marble slab or counter, with the front half of the top so balanced with weight as to open with a touch and disclose all of my tumblers surrounded with ice and cold air and away from the heat and dust of the store, thus enabling me to draw a cleaner and colder glass of soda than where they are out on the counter. This refrigerator is of great val-

ue for storage of other perishables, since the lower portion is available for that purpose.

I have found the easiest, quickest and cheapest way to clean the tumblers, and all glass containers as well, when they get a dull stain upon them (as they will in a few days' frequent use) is to put an ounce or two of sulphuric acid into one and with a bit of cloth and stick wipe the sides and bottom, then transfer to the next, and so proceed with them all, then rinse with clean water and your glasses are bright as new.

I can not close this article without urging you to abandon the makeshifts for that good old sarsaparilla syrup. It is my favorite, and I make it up in barrel-lots, to last a year or more, for it improves vastly by age. I use all the roots and barks—sarsaparilla, sassafras, sweet fern, prince's pine, checkerberry, licorice, senna, rose leaves, cassia, anise, fennel, etc.—in liberal quantities, and steep them in a succession of boiling waters. I then make that decoction up into a syrup, which has a "body" that the makeshifts do not possess. When cold I strengthen that up with oils of wintergreen and sassafras emulsified with gum acacia. Then, when brought to the fountain, I add from one to two pints of maple syrup to each gallon.

John K. Williams.

## Judicial Wisdom Set at Naught by Fox Terrier.

"In Baltimore the other day," said a postoffice inspector, "I saw a woman standing in front of a store, hitched by a chain to a small, inquisitive fox terrier. Another woman came along, and as soon as she saw the fox terrier she emitted sundry and divers exclamations in baby talk, directed at the dog.

"Then she addressed the woman hitched to the dog in tones of deep suspicion, saying that the fox terrier belonged to her; that the dog had been stolen from her several months before.

"This the woman who was hitched to the dog denied vociferously and in toto. She said that she had possessed the fox terrier since his extreme infancy.

"Then a double jointed debate that quickly attracted a crowd ensued. Finally a big cop drifted along and escorted both of the women and the dog to the nearest station to give the desk sergeant an opportunity to clear the thing up.

"I saw to it that I'd have a little business at the station, for I wanted to see what was going to happen.

"The desk sergeant had to pass. He listened for a long while, and then he told the woman in possession of the dog to address the dog in her usual tone of addressing him. She did so and the mutt wagged his stump of a tail and looked up at her with an expression of adoration.

"Then the desk sergeant told the woman who claimed the dog to address the fox terrier. She talked baby patois to the dog, who immediately responded by wagging his stump of a tail and looking up at her worshipfully.







### Weekly Market Review of the Principal Staples.

**Bleached Goods**—There is no more active line in staple finished goods in the market at the present time than bleached goods, and bleacheries and converters are kept busy taking business and laying out shipments. Jobbers are now anxious to replenish their stocks for fall trade and they are doing so largely, but at prices some points in advance of prices which they ignored some two months ago. In the matter of selling prices bleached goods are as strong, if not stronger, than any line of goods offered in the present market. Full bleached 64x64s and 64x84s are selling at value only, the medium count cloths are perhaps not as active as the coarse or the very fine goods, but the tendency of the buying is gradually moving that way. Fine white goods, such as cambrics, nainsooks, batistes and long cloths, are being taken in very fair quantities by both jobbers and the cutting-up trade. Fine count, hard-finished white goods are what are wanted by the cutting-up trade and it is expected that buying from this source will continue for quite a time to come.

**Shirtings and Waistings**—Madras and percale shirtings are being taken in very good-sized quantities and at prices which show that the sellers are well in control of the situation. Staple madras fabrics are better sellers than fancy printed shirtings and at this early date are in better shape than novelty goods. There is considerable being done in novelty goods, however, but only in the extremely conservative cloths. Floating warp and end and end effects are very good sellers. In floating warp shirtings the motif must be very small to sell. These goods are very showy, but the wearing qualities are questioned somewhat. Madras, which is an old "stand-by," can not be displaced very easily, and where plenty of blue and black stripe effects are shown, it is a very easy matter to interest buyers. Black and white grounds that resemble a grayish tone are very good sellers, but there has been a tendency to place too much black in the make-up of many cloths.

**Cotton Waistings**—The feature of the cotton waisting business continues along the lines of white brocades, or damasks. In these goods a very nice business has been done in both foreign and domestic lines. Poplins are also having more or less attention, and lenos and New Bedford goods are gradually becoming small factors in the business. Fine fancy printed goods for spring are going to have more or less business, and silk warped goods as well. There is a tendency to discard Persian and Oriental stripe patterns, as the market seems to have enough of them already. The present outlook appears favorable for a "white goods spring" and manufac-

turers should bring their lines to conform with these ideas. Plenty of fancy goods will sell, but it would seem that the white or very light or pastel colors would have the preference. Fine dress ginghams are moving to the front in quick order and manufacturers have their fall lines well taken care of and are doing considerable business for spring account. Southern ginghams or the medium and cheaper grades are in a fair position and more or less business is reported in them every week.

**Gray Goods**—Now that the heavy gray goods have attracted less interest among exporting agents, there is some scrambling on the part of home buyers to get goods that can be made in between orders and for goods after October and November delivery. Sheetings of the 3-yard and 3.50-yard grades are especially needed. For the export trade there is a steady demand for sheetings lighter than 3.50-yard goods. Denims, drills and twills are wanted, both by the home as well as the export trade, and in these lines there is somewhat of a competition among buyers to get orders placed. Ducks are so well sold ahead that it is impossible to get new business placed at old rates.

**Serge Cloths**—The statement published last week made by the American Woolen Co., that they could take orders for twice as many serge cloths as they can produce, shows the position of these fabrics. In all weights serges are a scarcity and not only are the American goods in this position, but also similar lines of other concerns are all closed out. One selling agent a short while ago stated that never since he can remember have the stocks of these fabrics been so low as they are at present. The general opening of lightweight fabrics, while still some time off, is awaited with interest. Price conditions are too well understood to deserve more than passing comment. The last sales of 1905 spring goods were in many instances at prices 15, 18 or 20c above the opening ones. This being true it is evident that there is to be a rude awakening for any one who looks for prices on these fabrics at a slight advance. It is true that several lines of lightweight fabrics have already made their appearance on the market at prices said to be the same as those of last year. But these are low-grade fabrics and practically the only way that they can be compared is to compare the prices. The fabrics themselves may be as radically different as are black and white, so far as the construction of the cloths is concerned. It is unreasonable to suppose that woolen goods can be shown at the same price as last year. Regarding the cloths already at the disposal of buyers, it is yet too early for them to attract many orders. At least that is the opinion of buyers who have been interviewed for the purpose of determining what disposition they had made of any lines of next season's goods offered to them. We have been told that it is yet too early to consider lightweight fabrics.

**Dress Goods**—The orders already taken have been in many instances

## We Can Help You

In getting beautiful and harmonious tints on your walls with

**Alabastine**  
THE SANITARY WALL COATING

Write for sample card of handsome tints. Tell us just what work you have to do, and see how we can help you in getting beautiful effects. Alabastine is not a disease breeding hot or cold water glue kalsomine, not a covering stuck on with paste like wall paper, but a natural cement rock base coating. Anyone can apply it. Mix with cold water. Alabastine does not rub or scale. Destroys disease germs and vermin. No washing of walls after once applied. Buy only in packages properly labeled. "Hints on Decorating" and pretty wall and ceiling design free.

**ALABASTINE CO.,**  
Grand Rapids, Mich. New York City.

## For 25 Years

We have made Barlows' Pat. Manifold Shipping Blanks for thousands of the largest shippers in this country.

### We Keep Copies of Every Form We Print

Let us send you samples printed for parties in your own line of trade—you MAY get an idea—anyway it costs you nothing to look and not much more if you buy.

**Barlow Bros.**  
Grand Rapids, Mich.

### Send Us Your Orders

for

**John W. Masury & Son's**

Paints, Varnishes and Colors.

Brushes and Painters' Supplies of All Kinds

**Harvey & Seymour Co.**  
Grand Rapids, Michigan

Jobbers of Paint, Varnish and Wall Paper

**GRAND RAPIDS  
FIRE INSURANCE AGENCY**

W. FRED McBAIN, President

Grand Rapids, Mich. The Leading Agency



# A NEW LOT

of leather goods just received.

We desire to call your special attention to the \$2 25 and \$4.50 per dozen Hand Bags, which are exceptional values. We also have grades at \$4.25, \$9 and \$12 per dozen. Will make up an assorted lot if you say so.

**Grand Rapids Dry Goods Co.**

Exclusively Wholesale

**Grand Rapids Michigan**





all placed on a few lines, so that there appear to be a few lines all sold up and others practically untouched. The worsted piece-dye cloths have been taken in large volume and are practically off the market. In many instances woolen fabrics have been wholly disappointing, one selling agent telling us that the business of the season has been very small indeed. It has been the explanation of many that cutters-up were too busy with goods for immediate use to consider fall goods. This explanation is now unavailable and lines so far unsuccessful are in an unenviable position. Another agent, handling fancy woolen dress fabrics, reports that business conditions are entirely satisfactory.

**Cotton Underwear**—Business in the primary market in cotton underwear during the week was quite large, considering the lateness of the season, but the individual sales showed that the bulk of the trading was of a piecing-out character. There were more enquiries for standard and sub-standard fleeces than the mills were in a position to fill, but, while the buyers are anxious to purchase more of these goods they are not in a position where their trade will suffer if they do not get their full wants. Women's ribbed goods are in a better position than is generally supposed, i. e., better as far as the amount of business in hand is concerned, but no better from a monetary point of view. Ribbed goods knitters are working under conditions much against them, yet they seem willing to contract for business at a price which leaves them little profit. On a seven-pound ribbed shirt, the selling price remains at \$1.75 per dozen. With a 10s yarn, costing somewhere in the vicinity of 16c, it can be seen at a glance that the margin is very small.

**Cotton Hosiery**—A very excellent business was done during the week in lightweight as well as heavyweight goods. The heavyweight business, however, is on its last legs, and a few weeks more will find the season's business all in. On lightweight goods there was quite a fair enquiry for white and tan lises and laces in full length hosiery, and embroidered and tan hosiery in half lengths. For next spring the feeling is prevalent that laces for men's hose will be in little request, but full length laces will do better than ever. White hosiery is only a fad of short duration, it is believed, and for spring it is expected that there will be few of these lines shown. For spring lines in men's wear the cheap "two pair for a quarter" blacks are going to be just as big sellers as formerly, but the finer needle blacks, especially in lises, are to be the leaders, it is predicted. Embroidered goods will have the preference over extracted or printed goods, provided the embroideries will be along conservative lines. The two-tone fancies may have some influence with buyers.

**Woolen and Worsted Goods**—The season for woolen and worsted knit goods is about to close. A review of the season shows that it has been one of the most successful ever ex-

perienced, as far as the volume of business is concerned. From a pecuniary point of view there is an altogether different opinion expressed, but there is room to believe that where knitters contracted for their yarns early enough they were able to figure on a fair profit. Light worsted underwear for women was one of the features of the season's buying and much speculation is in force as to whether the coming seasons will show preference for these goods. It has been said right along that light worsted goods were to take the place of women's heavy cotton goods, but the fact that both lines have been largely oversold shows something that is difficult to understand. Athletic goods, including sweaters, jerseys and hosiery, have been in excellent shape throughout the season, but the margins between cost and selling prices have been no better than on underwear. Cheap woolen goods have been active, as well as merino goods. The better lines of merino underwear are worthy of speculation at all times, and it would seem that these goods were what the general public were willing to buy at all times.

#### Panorama of Finance and the Markets.

As one would expect of a great metropolitan newspaper having the facilities of The Chicago Record-Herald, that paper always covers the markets and financial and commercial intelligence generally on a scale of exceptional fullness, covering two entire pages of each issue. The quotations on live stock, grain and provisions, stocks and bonds, and, in fact, every commercial and financial market in which the people of the Northwest are interested, are thoroughly complete and satisfactory.

Special cables tell the story of finance abroad. The "Speculative Gossip," "Wall Street Talks" and "La-Salle Street Notes" are features of The Record-Herald market page that interest speculators from the Pacific to the Atlantic coast. They tell of the undercurrents in the grain and security markets. They relate personal gossip of the pits, in its way as important as the humdrum and routine part of the day's story of speculation. The Wall Street letter of John Chambers summarizes the daily history of Gotham's money market in a most entertaining and instructive fashion. Examine the market page of any issue and see for yourself.

Don't be afraid to spend money to extend your business.

#### CORL, KNOTT & CO.

Jobbers of Millinery and manufacturers of

#### Street and Dress Hats

20-26 N. Division St. GRAND RAPIDS, MICH.

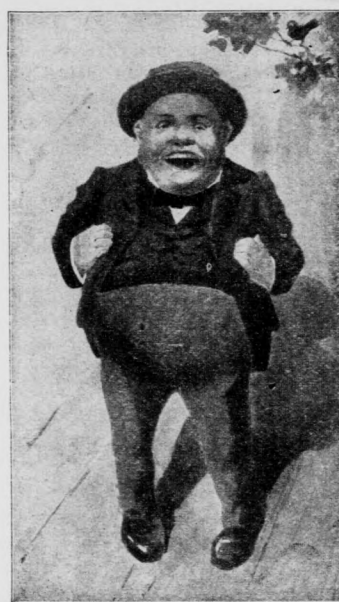
#### Percival B. Palmer & Company

Manufacturers of

Cloaks, Suits and Skirts

For Women, Misses and Children

197-199 Adams Street, Chicago



"I Sell Puritan Corsets."

**"Laugh and the World Laughs With You, Weep and You Weep Alone."**

No man ever made a dollar by getting in the "dumps." A cheerful countenance will open more pocket-books than a sour face and a jimmy. For example, buy a line of

#### Puritan Corsets,

place them in stock, put a smiling face behind them and the first thing you know you have the dollar and the woman

has the corset. Everybody is pleased and you have made more profit than you could in selling and other make. Try it.

### PURITAN CORSET CO.

Kalamazoo, Mich.

# BAGS

Stark A 16 Oz.

American A 16 Oz.

Chapman 13 Oz.

Piedmont 13 Oz.

## IMPORTANT

We will gladly answer all correspondence in regard to Grain and Bean Bags and will give you information that will be of interest to you.

Write us at once for quotations.

**P. STEKETEE & SONS, Grand Rapids, Mich.**

Wholesale Dry Goods



**Michigan Knights of the Grip.**  
President, Geo. H. Randall, Bay City;  
Secretary, Chas. J. Lewis, Flint; Treasurer, W. V. Gawley, Detroit.

**United Commercial Travelers of Michigan**  
Grand Counselor, L. Williams, Detroit; Grand Secretary, W. F. Tracy, Flint.

**Grand Rapids Council No. 131, U. C. T.**  
Senior Counselor, Thomas E. Dryden; Secretary and Treasurer, O. F. Jackson.

#### Salesmen Who Find It Hard To Hold a Job.

Assuredly traveling salesmen are a bright lot of men. Concededly the activity of their lives, the resourcefulness necessary to the successful carrying on of their occupation and the store of valuable knowledge and experience which they acquire are such as to make entertaining and valuable the conversation of the traveling representatives.

There is a force and directness noticeable about the talk of these men which is habitual and which has been acquired through the necessity of exercising every method that will produce quick and tangible results.

Thus it is that in listening to the talk of these salesmen one frequently finds summed up in a single sentence or paragraph, or embodied in a few words, matter which contains the wisdom of a whole sermon, or which may represent the essential or uppermost thought of a large portion of the trade crystallized in a few effective, plain Anglo-Saxon words.

Often have I been impressed by this thought when listening to our salesmen, but the thing seemed to come home to me with new force one evening last week, as I sat chatting with a number of salesmen in the Hotel Rensselaer at Troy, N. Y.

One of the youngest men of the group told of an experience that came under his observation that very day. A salesman, who must have been young and inexperienced, had presented his card in a retail store and the proprietor had declined to look at his line. The salesman, when taking his leave, had said to the merchant: "Very well, some day when you have grown more progressive perhaps you will look at my goods." The man who related this story pointed out what a tremendous mistake the salesman had made and emphasized the fact that he had always found it profitable to be a gentleman and never by any chance to cast a slur upon the ability or acumen of a possible customer. The young man who told this story is a successful salesman, and surely no lengthy sermon could have more aptly emphasized the necessity of a salesman nowadays being, first of all, a gentleman.

It was not always thus, and those of us who have been long connected with the trade do not find it difficult to remember many salesmen who in the old days were really successful in disposing of their goods without being particularly gentlemanly. But

those days have gone by, never to return.

The directness of speech of salesmen, as alluded to at the beginning of this story, makes it easy to quickly find out whether business is good or otherwise, and from what I heard up in Troy it is quite plain that the Troy factories are doing a very good business.

The wing collars have sold far beyond expectations. Some makers, being not altogether certain of the popularity that the wing collar was to enjoy, at the beginning of the season made them up in conservative quantities. A result of this has been that recently the factories have had to put out extra efforts on wing collars in order to keep up with orders, and we hear in some quarters that retailers have sometimes encountered difficulty in keeping up a complete line of sizes.

The situation on the double-fold high-band collar is different. The manufacturers feel certain that this collar will have a good run in the summer time. Therefore, at the time earlier in the season that they were making up wings with cautious slowness, they were stacking up in stock the double-fold collar, and retailers will probably have their orders this summer filled with usual promptness.

One thing that always comes up more or less when I visit Troy is a discussion of the giving away of show-cases. To be sure, there are some people who the minute they read this will put their fingers on their lips and say "Sh!" There is a class of people that always says "Sh!" whenever you talk of anything that is important, but after all the true way of making things right is to cast upon them the full light of publicity.

This trip the most extraordinary show-case story that has yet come under my observation was told to me by a man of undoubted truthfulness, and who in addition is a very keen and successful manufacturer. It made a deep impression.

The story tells of a retailer who buys \$1,500 worth of collars and cuffs per year and who contemplated changing his store front, an improvement which was to cost \$2,000. A certain collar salesman, whose name was not mentioned, agreed to pay this \$2,000, provided the man threw out a line which he had been using for years and put in this man's brand. Now, let us say for the sake of argument that the manufacturer could make 10 per cent. on his sales. It does not take an expert mathematician to figure out that to get back the \$2,000 spent for the store front of the retailer, the collar manufacturer would have to sell him all his collars and cuffs for a period of upward of thirteen years.

When speaking of this matter to an officer of one of the largest collar companies in Troy, he said to me it seemed to him incredible. He further said that my impression and that of many other people with regard to the show-case business is very much exaggerated, and that this is true because of the foolhardy talk of a few unreliable salesmen who are well

known in the trade and whom this man mentioned by name.

According to my informant, it seems to be the practice of these foolish salesmen to enter the store of a retailer who is carrying an opposition brand, and, after pointing out the worn condition of the retailer's show-case, say that the salesman's firm would give him a handsome new one, or even two new ones; then he insinuates that the ceiling would look much better with a new coat of paint, and that his factory would also pay for this. The next time he goes around he adds to these allurements the suggestion that his firm would put up a very much handsomer sign than the one now on the retailer's premises, and so he goes on and on. He knows very well that his factory will not do these things, but his object seems to be, above all else, to make the retailer dissatisfied with the line he is now handling.

This class of salesmen, of course, does not forget either to promise that his factory will buy from the retailer the stock he has on hand and then sell it to his competitor down the street, who is handling the same brand, at a low figure, which, of course, prevents the salesman from the opposition factory from getting a new order from the other retailer on his next visit. It is pleasant to record as a fact, however, that several salesmen of this type are now finding it hard to hold a job very long with any of the collar houses.—Apparel Gazette.

#### New Trait of Alligators.

A hard-working fancy goods dealer has ransacked the whole shop in his efforts to please an old lady who wanted to purchase a present—"anything real nice"—for her granddaughter. For the fifteenth time she picked up and critically examined a neat little satchel.

"Are you quite sure that this is genuine alligator skin?" she enquired. "Positive, madam," quoth the dealer. "I shot that alligator myself."

"It looks rather soiled," said the lady.

"That, madam, is where it struck the ground when it tumbled off the tree."

### LIVINGSTON HOTEL

The steady improvement of the Livingston with its new and unique writing room unequalled in Michigan, its large and beautiful lobby, its elegant rooms and excellent table commends it to the traveling public and accounts for its wonderful growth in popularity and patronage.

Cor. Fulton and Division Sts.  
GRAND RAPIDS, MICH.

#### AUTOMOBILE BARGAINS

1903 Winton 20 H. P. touring car, 1903 Waterless Knox, 1902 Winton phaeton, two Oldsmobiles, second-hand electric runabout, 1903 U. S. Long Distance with top, refinished White steam carriage with top, Toledo steam carriage, four passenger, dos-a-dos, two steam runabouts, all in good running order. Prices from \$200 up.

ADAMS & HART, 12 W. Bridge St., Grand Rapids

## Don't Buy an Awning

Until you get our prices.



We make a specialty of store, office and residence awnings. Our 1905 Improved Roller Awning is the best on the market. No ropes to cut the cloth and a sprocket chain that will not slip. Prices on tents, flags and covers for the asking.

CHAS. A. COYE

11 and 9 Pearl St., Grand Rapids, Mich.

## The Kent County Savings Bank

OF GRAND RAPIDS, MICH

Has largest amount of deposits of any Savings Bank in Western Michigan. If you are contemplating a change in your Banking relations, or think of opening a new account, call and see us.

**3½ Per Cent.**

Paid on Certificates of Deposit

Banking By Mail

Resources Exceed 2½ Million Dollars

A Whole Day for Business Men in  
**New York**

Half a day saved, going and coming, by taking the new

**Michigan Central  
"Wolverine"**

Leaves Grand Rapids 11:10 A. M., daily; Detroit 3:40 P. M., arrives New York 8:00 A. M.

Returning, Through Grand Rapids Sleeper leaves New York 4:30 P. M., arrives Grand Rapids 1:30 P. M.

Elegant up-to-date equipment.  
Take a trip on the Wolverine.

## The Old National Bank

Grand Rapids, Mich.

Our Certificates of Deposit are payable on demand and draw interest.

**Blue Savings Books** are the best issued.

Interest Compounded

Assets over Six Million Dollars

Ask for our  
Free Blue Savings Bank  
Fifty years corner Canal and Pearl Sts.



**Gripsack Brigade.**

Frank L. Taylor, of Ionia, is now traveling for Lee & Cady, of Detroit.

B. M. Handy, Michigan representative for the Beech-Nut Packing Co., of Canajoharie, N. Y., introduced F. C. Dauser, manager of the sales department of the same house, to the jobbing trade of this market Monday.

J. C. Woods, who succeeds Leo Shier in this State for the E. W. Gillett Co., will make his headquarters in Port Huron. Leo Dean has been engaged to cover Western Michigan. He will make Grand Rapids his headquarters.

E. L. Baker, formerly Indiana traveling representative for the Geo. Lorenz Co., of Toledo, has transferred himself to the Jennings Perfumery Co. He will cover the same territory and continue to make his headquarters at Marion, the same as heretofore.

Hastings Banner: Along a certain road in Carlton township Wednesday afternoon of last week eggs were strewn about as thick as they could be for a distance of a mile or more. The superstitious person bearing in mind that "shower of stones" around the Martin school house a few years ago might have concluded that either Dame Nature had selected a different material for "showering" or else some traveling opera company had not given the people the right kind of a show and was escorted out of town mid the acclaim of bursting eggs, in lieu of other bouquets. The long and short of it was about this way: Harvey A. Gish, of Waldron, representing the Acme Food Co., of Chicago, was in Coats Grove Wednesday to deliver a lot of his product. Henry Ragla, the local merchant of that place, concluded to "kill two birds with one stone" and collect a lot of eggs while the food was being delivered. A fairly good load of eggs had been received when Mr. Ragla stopped at a certain place to get some more. The Chicago man was complacently seated on the wagon, poring over a little book, and the horse was nipping the grass at the wayside. All at once the horse looked up and discovered the big umbrella over the wagon and started out on a dead run, the lines dropping down at the animal's hind feet. The man who found himself "between the devil and the deep, blue sea" wasn't "in it" with the Chicago man. The events of a life time flitted through his mind in one grand rush, and the idea of self preservation began to absorb his thoughts. He struck a happy scheme, he would crawl over the egg crates and drop off the rear end of the wagon. He started to climb, but tumbling crates of eggs were deemed too unsafe to crawl over. The animal's speed increased. The drummer looked ahead, and several teams were right in the road some distance away. Fortunately some of the farmers in that vicinity had completed their road work, and the side of the highway was all plowed up and made soft and mushy by the recent rains. A grand "leap for life" was decided upon, and immediately executed. When his fifteen different somersault evolutions

were completed the drummer looked up only to see the frightened animal going still faster towards Coats Grove. With Carlton mud plastered all over him he arose, not half so pretty as he was, but still in the ring and thankful that he escaped as luckily as he did. And that's the reason all those eggs were along that Carlton road. There wasn't any egg storm at all.

Marquette—Stockholders of the defunct Manna Cereal Co., organized two years ago for the purpose of exploiting a breakfast food, have been notified of the institution of suit against them by creditors of the corporation. The company lost money from the start and when the factory closed after a few months' operation the indebtedness amounted to about \$20,000, to secure payment of which the present suits are brought. There are stockholders in nearly every town in the Upper Peninsula, 36 in Marquette alone. The company was organized with 500,000 shares at one dollar each and in this section stock was sold at 25 to 50 cents. This money has been counted as good as lost and now that suits have begun, criticism of the Detroit men who promoted the swindle is caustic. It is probable a meeting of Upper Peninsula stockholders will be called to outline a plan of defense.

Chatham—L. F. Hale, of Frankfort, has made arrangements for the erection of a shingle and hardwood mill at this place. He owns a large tract of timber close to the Au Train River, while the amount of hardwood tributary to the town is practically unlimited. Over 105 settlers have located in the immediate neighborhood within the past two years, largely due to the progressive spirit and business enterprise of W. G. Mather and his associates of the Cleveland Cliffs Iron Company, which owns nearly 70 per cent. of the land. The State Agricultural Experiment Station, located here, draws a great many visitors during the summer season. A three-story hotel has been built of stone at a cost of over \$15,000. Cement walks will be laid and artesian wells drilled this summer.

Battle Creek—A suit has been started in the United States Circuit Court of Appeals at Cincinnati by the Sanitas Nut Food Co., of this city, against the manufacturers of Granose Flakes and other flaked wheat products in general. The Sanitas Food Co. recently won its suit against the M. B. Martin Co., Ltd., for an infringement on its Protose patents, and this suit against the Granose Co. for infringement on its flaked food patents is even of more importance than the former suit, as it is probable that if the Sanitas Co. succeeds in establishing the validity of its patent on flaked foods, many other companies manufacturing various forms of flaked wheat products may be called to an accounting.

A woman never expresses surprise when a man makes a fool of himself over her.

**DAMAGING ADMISSION.**

**Oscar Orwant Admits To Making False Statement.**

Holland, May 29—We feel indebted to you for what you have done for us in the Orwant & Son matter and therefore desire to report to you how we succeeded last Saturday in the examination before Referee Wicks. Oscar Orwant, the son, was sworn and examined by our Mr. Kollen, and the testimony taken by a stenographer. He admitted that the statement made to the Michigan Tradesman on Nov. 1, a copy of which was also given to R. G. Dun & Co., was not true and was largely padded for the purpose of obtaining credit and allaying the fears and discontent of those already creditors of theirs. It was publicly admitted by his attorney, Mr. Bradfield, that the statements were false and Mr. Orwant said he knew they were false at the time they were made. The statement so kindly loaned us by you will be returned to you in a day or two and if you wish I will obtain for you a copy of the questions and answers of Mr. Orwant's examination.

The most important question in the case is whether any credit was extended to this company by reason of this statement; that is, did any person, firm or corporation sell or ship these parties after these statements were made and in reliance thereon. If so, Orwant & Son are guilty of obtaining money under false pretenses. If not, although the statement is false and not true, none of the creditors are in a position to commence criminal action against the Orwants, for they have not been injured. We have this morning written to each one of the creditors whom we represent to ascertain more fully these facts, and will report to you again at an early date. Diekema & Kollen.

Perusal of the testimony above referred to places Oscar Orwant in a humiliating position or would if he were capable of being humiliated. He made no attempt to justify his action in furnishing the Tradesman a false statement—simply fell back on the general proposition that it was false and that he knew it was false when he made it. As a matter of fact, he was threatening the Tradesman with prosecution at the time and if the Tradesman had shown any disposition to let up on the swindler, so that he might continue operations, the produce shippers of Michigan might have been victimized to a much greater extent than they were. An extract of the testimony tends to throw a side-light on the transaction which is suggestive, to say the least:

Q. So, Mr. Orwant, this statement is not true?  
A. No, it is not.  
Q. It was padded?  
A. It was.  
Q. And at the time you signed it you knew it was not true?  
A. I knew it was not and I knew it was false.  
Bradfield: Then in some cases it was and in others it was not. Tell the truth, Orwant.  
A. Well, I figured that with the proceeds of the eggs at 23 cents, we could pay our indebtedness with the proceeds of the sales; it would be a 5 cent profit.  
Q. You were owing more money at the time than \$4,000?  
A. To pay this 18c we got for eggs, would pay this money.  
Q. \$6,000?  
A. Well, we owed more than that.

Q. More than that on those eggs you put in here, \$4,000?  
A. Well, that was not all we owed.  
Q. And you knew this statement was not right?  
A. Yes, I knew it was not right.  
Q. And you know it now.  
A. Of course I do.  
Q. Bradfield: Oscar, how did you happen to make this statement?  
A. Why, we owed people money and we could not pay up all at once and we were afraid they would jump on us all at once, and a fellow came there and said to do something, and he said if we would do this they will not jump onto us and so I did it. I would never have done it myself, but, of course, I did not know.  
Q. Who wrote this statement out?  
A. What do you mean?  
(Question repeated.)  
A. Mr. Cleland did.  
Q. How did he happen to write it out?  
A. Why, we went to Mr. Dettenthaler and told him we were in bad shape and Mr. Cleland said to do this.  
Q. Is that Mr. Cleland, the lawyer?  
A. No, his brother, the book-keeper.  
Q. Did you know at the time you made this that you were actually insolvent?  
A. If we had sold right out as we were, we would have been able to pay something.  
Q. You thought you would sell at 23 cents a dozen?  
A. Yes, sir. If we could only have made one or two sales, we could have paid the ones who were after us the most, but they came all at once and wanted us to get right out of business.  
Q. This statement was published in the Tradesman of November 9. What credit do you know of that you got after November 9?  
A. No, credit then, only from the Grange store. The goods were sent in then, but were ordered before.  
A. H. Cleland authorizes the Tradesman to deny the statement that he prepared the financial statement which Oscar Orwant asserts is false. He says he never saw the statement, did not dictate it and did not inspire it.

Oscar Orwant is still in the employ of the Grand Rapids Produce Co. His salary is \$7 per week.

**Will Go To Port Huron.**

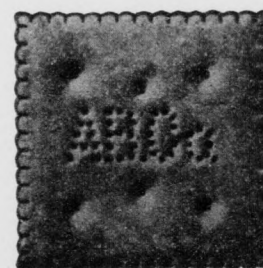
Durand, May 30—The Merchants' Association of this place, 1,000 strong, will go to Port Huron during the month of August and hold an outing in Pine Grove Park. The usual programme of games and other amusements will be carried out.

**No. 2  
30 doz. Egg Cases  
At a Sacrifice**

10c each while they last, for new white wood cases, nailed up.

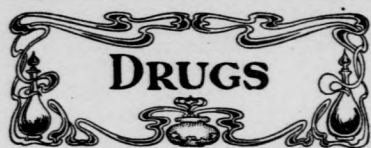
**Cummer Manufacturing Co.  
Cadillac, Mich.**

**Aikman Bakery Co.**  
Manufacturers of  
**Crackers and Fine Biscuits**



**Trade Mark**

Our goods and prices are right. We guarantee both. Our line is complete. Send us a trial order. They will give you satisfaction.  
**Port Huron, Mich.**



**Michigan Board of Pharmacy.**  
 President—Harry Heim, Saginaw.  
 Secretary—Arthur H. Webber, Cadillac.  
 Treasurer—J. D. Muir, Grand Rapids.  
 Sid A. Erwin, Battle Creek.  
 W. E. Collins, Owosso.  
 Meetings for 1905—Star Island, June 26 and 27; Houghton, Aug. 16, 17 and 18; Grand Rapids, Nov. 7, 8 and 9.

**Michigan State Pharmaceutical Association.**

President—W. A. Hall, Detroit.  
 Vice Presidents—W. C. Kirchgessner, Detroit; Charles P. Baker, St. Johns; H. G. Spring, Unionville.  
 Secretary—W. H. Burke, Detroit.  
 Treasurer—E. E. Russell, Jackson.  
 Executive Committee—John D. Muir, Grand Rapids; E. E. Calkins, Ann Arbor; L. A. Seltzer, Detroit; John Wallace, Kalamazoo; D. S. Hallett, Detroit.  
 Trade Interest Committee, three-year term—J. M. Lemen, Shepherd, and H. Dolson, St. Charles.

**Pharmaceutical Education in Holland.**

In a recent address before the Metropolitan College of Pharmacy, London, Sir Joseph Wilson Swan contrasted the systems and conditions of pharmaceutical education in England and Holland. Pharmacy in the latter country holds an enviable position, he claimed. The student, before he can enter a university where pharmacy is taught, must have spent five or six years on a very thorough course of general education, and then, after that, he must enter a university and spend another five or six years in the acquirement of the special knowledge demanded of a Dutch chemist. The university course is a most comprehensive one, and it winds up, after a two years' practice in dispensing in a model chemist's shop, with an examination that lasts a fortnight, and an exhibition, during several days, of technical knowledge and skill in all the processes of practical pharmacy.

"The difference in the ultimate position of the English and Dutch chemist is equally great. Whereas the English chemist must be, or usually is, if not a jack-of-all-trades, at least—to put it euphemistically—a versatile man of business, able to deal with many things extraneous to the pursuit of pure pharmacy; to be successful he must be a man of resource, a man such as I once had graphically described to me by the inventor of the steam-hammer—my friend James Nasmyth. He said he would not give a button for a man who could not bore a hole with a saw, and saw a plank with a gimlet. \* \* \* In Holland the 'apotheker' does only one thing, and that is the making and dispensing of medicines from the Latin prescriptions of the medical man; and so strict is he—or was forty years ago, as I know by personal experience—that you can not (or could not then) buy even the simplest drug or chemical except through the medium of the orthodox Latin prescription.

"I do not know how far the popular practice of photography and the chemical wants created by the Kodak Company may have altered the old state of things, but from what I read in the article I have referred to, I should think that the Dutch apotheker still pursues his calling in the old

rigorous spirit of eclecticism that I have described, and this discloses a widely different state of things from that which obtains in our too free-and-easy country.

"I have no occasion to draw the other picture; you are all familiar—some will think too familiar—with it; but I will just give one other point of difference. It is this: In each of the four universities of Holland pharmacy and all the branches of learning bearing on it are taught in this thorough manner, and at the head of the chemical departments of the Amsterdam College there is one of the greatest of living chemists, Professor Van't Hoff, whose fame is world-wide. That is how pharmacy is dealt with in Holland."

**Wood Alcohol in Russia.**

Wood alcohol in beverages has invaded Russia, and become a tributary curse of the war. When the troops were being mobilized at Dorpat, men and women partook freely of a beverage composed, according to the Journal of the American Medical Association, of alcohol, water, peppermint leaves, salvia, lavender, etc. But the stuff was made with wood alcohol instead of grain alcohol, the consequence being that sixteen men and one woman died. It is suggested that the alcohol used was probably of the deodorized kind.

More recently a report has come from Russia that twenty persons have died at Kief from drinking methylated brandy.

It is only within the last year that wood alcohol poisoning has occurred in Russia. Up to the year 1904 the wood alcohol used in Russia was so repugnant to the senses of smell and taste that even the ignorant peasant, who will drink the vilest and strongest forms of spirits, could not use it as a beverage.

In the early part of 1904 the deodorized wood alcohols were introduced into Russia, in consequence of which there have been already thirty-seven deaths reported.

As here, wood alcohol, owing to its comparative cheapness, seems to have been largely substituted in Russia for grain alcohol in the manufacture of remedial agents, flavoring extracts, perfumes, liniments, witch hazel, etc.

**Drug Addiction a Disease.**

A discussion before the Section of Nervous and Mental Diseases at the last meeting of the American Medical Association concerned the question whether or not drug addictions have a pathological basis. Dr. Albert E. Sterns dwelt at some length upon the predisposing causes and the probable effect of heredity upon the attitude of the individual towards narcotics. He divides the occasional causes for the acquirement of drug habits into two classes; first, the use of drugs purely as a stimulant; and, second, their use to efface some physical or mental distress, whether this be in the nature of pain, worry, grief or shock. Ultimately, the main factor in the causation of all drug habits, whether they be based on hereditary influence or on physical or mental pain, is always the same, namely, the weakness of the

nerve cell and the lack of vital force, which make the individual powerless to combat the strenuousness of existence. In the one or the other direction, the victim seeks to fortify his failing mental or physical power through the aid of a stimulant. In conclusion, he said that the pathological basis may be expressed as follows: Hyperacidity of the system, and by minute structural changes within the cerebral cells in particular, and probably also alterations in the vascular tissue.

Dr. A. J. Pressey stated that what is probably really inherited from parents addicted to alcohol or morphine is a feeble constitution, a neurasthenic condition and a lowered vitality. But it is perhaps doubtful if such a person is much more likely to acquire a habit than a child born of parents who have given to their offspring the same conditions from some other cause. Persons only get alcoholism from alcoholics and morphinism from morphine.

**The Drug Market.**

Opium—Has advanced in the primary market and is very firm here.

Morphine—Is unchanged.

Quinine—Is weak.

Carbolic Acid—Has advanced abroad, but this market is unchanged.

Chloroform—Has declined 2c per pound and is tending lower as the patents under which it is now manufactured expire in June.

Menthol—Is weak. There are large stocks and no prospects of higher prices for the present.

Nitrate Silver—Is firm on account of high price for bullion.

Quicksilver—Has advanced and is tending higher.

Oil Peppermint—Is weak and tending lower.

Oil Bergamot—Has declined.

Oil Cloves—Are very firm and tending higher.

Natural Oil Sassafras—Is in better supply and has declined.

American Saffron—On account of good shipments in Mexico and larger stocks has declined.

Short Buchu Leaves—On account of arrival of large stocks are easier.

Canary Seed—Is tending higher on account of the damage to the crop by drought.

Foenugreek Seed—Is scarce and high.

Linseed Oil—Is very firm and advancing on account of higher prices for flaxseed.

The men who never make mistakes are not the ones who fill the responsible positions.

**Base Ball Supplies**

Croquet  
 Marbles, Hammocks, Etc.

Grand Rapids Stationery Co.

29 N. Ionia St.

GRAND RAPIDS, MICH.

**PILES CURED**

DR. WILLARD M. BURLESON

Rectal Specialist

103 Monroe Street Grand Rapids, Mich.

**Invincible  
119**

As good as cigars can be made for \$33 and \$30 respectively. If you are not handling these brands include a sample lot in your next order.

Handled by all jobbers and by the manufacturers

Geo. H. Seymour & Co.  
 Grand Rapids

**FIREWORKS**



For  
 Public  
 Display  
 Our  
 Specialty

We have the goods in stock and can ship on short notice DISPLAYS for any AMOUNT.

Advise us the amount you desire to invest and order one of our

**Special Assortments**

With program for firing. Best value and satisfaction guaranteed. Our line of Fireworks for the trade, celebration specialties and decoration novelties is the largest in Michigan. Wait for our travelers.

FRED BBUNDAGE

Wholesale Drugs and Stationery  
 Muskegon, Michigan

**Special Offer  
 For June  
 The Month of Roses  
 Sweet Alsatian  
 Roses**

PACKED

1 Pint Sweet Alsatian Roses  
 16 Double Sheets Music  
 2 Yards Roses  
 4 Plates Roses  
 50 Cards Music  
 Printed hangers and streamers  
 All in carton for \$5.00 net.  
 Order through your jobber or direct.

The Jennings Perfumery Co.  
 Grand Rapids, Mich.



## WHOLESALE DRUG PRICE CURRENT

Advanced—  
Declined—Quinine, Cod Liver Oil, Saffron.

<b>Aceticum</b> ..... 60 8	<b>Elechthos</b> ..... 1 00@1 10	<b>Tinctures</b>
<b>Benzolcum, Ger.</b> ..... 70@ 75	<b>Erigeron</b> ..... 1 00@1 10	<b>Aconitum Nap'sR</b>
<b>Boracic</b> ..... 7 17	<b>Gaultheria</b> ..... 2 25@2 35	<b>Aconitum Nap'sF</b>
<b>Carbolicum</b> ..... 25@ 29	<b>Geranium</b> ..... 1 00@1 10	<b>Albes</b>
<b>Citricum</b> ..... 42@ 45	<b>Gossypii Sem gal</b> ..... 50@ 60	<b>Albes &amp; Myrrh</b>
<b>Hydrochlor</b> ..... 3@ 5	<b>Hedeoma</b> ..... 1 40@1 50	<b>Asarotida</b>
<b>Nitrosum</b> ..... 8@ 10	<b>Junipera</b> ..... 40@2 10	<b>Atrape Belladonna</b>
<b>Oxalicum</b> ..... 10@ 12	<b>Lavandula</b> ..... 30@2 75	<b>Aurant Cortex</b>
<b>Phosphorium, dil.</b> ..... 10@ 15	<b>Limonis</b> ..... 90@2 10	<b>Benzoin</b>
<b>Salicylicum</b> ..... 42@ 45	<b>Mentha Piper</b> ..... 3 50@ 3 60	<b>Benzoin Co</b>
<b>Sulphuricum</b> ..... 14@ 15	<b>Mentha Verid</b> ..... 5 00@5 50	<b>Boronia</b>
<b>Tannicum</b> ..... 75@ 80	<b>Morruhae gal.</b> ..... 1 25@1 50	<b>Cantharides</b>
<b>Tartaricum</b> ..... 38@ 40	<b>Myrica</b> ..... 3 00@3 50	<b>Capiscum</b>
<b>Ammonia</b>	<b>Olive</b> ..... 75@3 00	<b>Castor</b>
<b>Aqua, 18 deg</b> ..... 4@ 6	<b>Picis Liquida</b> ..... 10@ 12	<b>Catechu</b>
<b>Aqua, 20 deg</b> ..... 6@ 8	<b>Picis Liquida gal</b> ..... @ 35	<b>Cinchona</b>
<b>Carbonas</b> ..... 12@ 15	<b>Ricina</b> ..... 92@ 96	<b>Cinchona Co</b>
<b>Chloridum</b> ..... 12@ 14	<b>Rosmarini</b> ..... @ 100	<b>Columba</b>
<b>Aniline</b>	<b>Succin</b> ..... 5 00@5 00	<b>Cubebae</b>
<b>Black</b> ..... 2 00@2 25	<b>Sabina</b> ..... 40@ 45	<b>Cassia Acutifol</b>
<b>Brown</b> ..... 80@1 90	<b>Santal</b> ..... 2 50@4 50	<b>Cassia Acutifol Co</b>
<b>Red</b> ..... 45@ 50	<b>Sassafras</b> ..... 90@1 00	<b>Digitalls</b>
<b>Yellow</b> ..... 2 50@3 00	<b>Sinapis, ess. oz.</b> ..... @ 65	<b>Ergot</b>
<b>Baccae</b>	<b>Tigil</b> ..... 1 10@1 20	<b>Ferri Chloridum</b>
<b>Cubebae</b> ..... po. 20 15@ 18	<b>Thyme</b> ..... 40@ 50	<b>Gentian</b>
<b>Juniperus</b> ..... 5@ 8	<b>Thyme, opt</b> ..... @ 160	<b>Gentian Co.</b>
<b>Xanthoxylum</b> ..... 20@ 25	<b>Theobromas</b> ..... 15@ 20	<b>Gulaca</b>
<b>Balsamum</b>	<b>Potassium</b>	<b>Gulaca ammon</b>
<b>Copaiba</b> ..... 45@ 50	<b>El-Carb</b> ..... 15@ 18	<b>Hyoscyamus</b>
<b>Peru</b> ..... 1@ 15	<b>Bichromate</b> ..... 13@ 15	<b>Iodine</b>
<b>Terabin, Canada</b> ..... 60@ 65	<b>Bromide</b> ..... 25@ 30	<b>Iodine, colorless</b>
<b>Tolutan</b> ..... 35@ 40	<b>Carb</b> ..... 12@ 15	<b>Kino</b>
<b>Cortex</b>	<b>Chlorate</b> ..... po. 12@ 14	<b>Lobelia</b>
<b>Abies, Canadian</b> ..... 18	<b>Cyanide</b> ..... 34@ 38	<b>Myrrh</b>
<b>Cassiae</b> ..... 20	<b>Iidide</b> ..... 3 60@3 65	<b>Nux Vomica</b>
<b>Cinchona Flava</b> ..... 18	<b>Potassa, Bitart pr</b> ..... 30@ 32	<b>Opil</b>
<b>Buonymus atro.</b> ..... 10	<b>Potass Nitras opt</b> ..... 7@ 10	<b>Opil, camphorated</b>
<b>Myrica Cerifera</b> ..... 10	<b>Potass Nitras</b> ..... 6@ 8	<b>Opil, deodorized</b>
<b>Prunus Virgini</b> ..... 20	<b>Prussiate</b> ..... 23@ 28	<b>Quassia</b>
<b>Quillaja, gr'd</b> ..... 14	<b>Sulphate po</b> ..... 15@ 18	<b>Rhatany</b>
<b>Sassafras</b> ..... po. 25 13	<b>Radix</b>	<b>Rhel</b>
<b>Ulmus</b> ..... 4@	<b>Aconitum</b> ..... 20@ 25	<b>Sanguinaria</b>
<b>Extractum</b>	<b>Althae</b> ..... 30@ 33	<b>Serpentaria</b>
<b>Glycyrrhiza Gla.</b> ..... 24@ 30	<b>Anchusa</b> ..... 10@ 12	<b>Stromonium</b>
<b>Glycyrrhiza, po.</b> ..... 23@ 30	<b>Arum po</b> ..... @ 25	<b>Tolutan</b>
<b>Haematox</b> ..... 11@ 12	<b>Calamus</b> ..... 20@ 40	<b>Valerian</b>
<b>Haematox, 1s</b> ..... 13@ 14	<b>Gentiana po 1s</b> ..... 12@ 15	<b>Veratrum Veride</b>
<b>Haematox, 1/4s</b> ..... 14@ 15	<b>Glycyrrhiza pv 1s</b> ..... 16@ 18	<b>Zingiber</b>
<b>Haematox, 1/4s</b> ..... 16@ 17	<b>Hydrastis, Canada</b> ..... 1 90	
<b>Ferru</b>	<b>Hydrastis, Can po</b> ..... @ 200	
<b>Carbonate Precip.</b> ..... 15	<b>Hellebore, Alba</b> ..... 12@ 15	
<b>Citrate and Quina</b> ..... 1 90	<b>Inula, po</b> ..... 18@ 22	
<b>Citrate Soluble</b> ..... 55	<b>Ipecac, po.</b> ..... 2 00@2 10	
<b>Ferrocyanidum S.</b> ..... 40	<b>Iris plox</b> ..... 35@ 40	
<b>Solut. Chloride</b> ..... 15	<b>Jalapa, pr</b> ..... 25@ 30	
<b>Sulphate, com'l</b> ..... 2	<b>Maranta, 1/4s</b> ..... @ 35	
<b>Sulphate, com'l, by</b> ..... 70	<b>Podophyllum po.</b> ..... 15@ 18	
<b>bbl. per cwt</b> ..... 7	<b>Rhel</b> ..... 75@1 00	
<b>Sulphate, pure</b> ..... 7	<b>Rhel, cut</b> ..... 1 75@1 25	
<b>Flora</b>	<b>Rhel, pv</b> ..... 75@1 00	
<b>Arnica</b> ..... 15@ 18	<b>Spigella</b> ..... 30@ 35	
<b>Anthemis</b> ..... 22@ 25	<b>Sanguinari, po 24</b> ..... @ 22	
<b>Matricaria</b> ..... 30@ 35	<b>Serpentaria</b> ..... 50@ 55	
<b>Folia</b>	<b>Senega</b> ..... 85@ 90	
<b>Barosma</b> ..... 25@ 30	<b>Smilax, off's H.</b> ..... @ 40	
<b>Cassia Acutifol.</b> ..... 15@ 20	<b>Smilax, M</b> ..... @ 25	
<b>Tinnevelly</b> ..... 25@ 30	<b>Scillae po 35</b> ..... 10@ 12	
<b>Cassia, Acutifol.</b> ..... 25@ 30	<b>Symplocarpus</b> ..... @ 25	
<b>Salvia officinalis,</b> ..... 18@ 20	<b>Valeriana Eng</b> ..... @ 25	
<b>1/4s and 1/4s</b> ..... 18@ 20	<b>Valeriana, Ger</b> ..... 15@ 20	
<b>Uva Ursi</b> ..... 8@ 10	<b>Zingiber a</b> ..... 12@ 14	
<b>Gummi</b>	<b>Zingiber j</b> ..... 16@ 20	
<b>Acacia, 1st pkd.</b> ..... @ 65	<b>Semen</b>	
<b>Acacia, 2nd pkd.</b> ..... @ 45	<b>Anisum po. 20</b> ..... @ 15	
<b>Acacia, 3rd pkd.</b> ..... @ 45	<b>Aptum (gravel's)</b> ..... 13@ 15	
<b>Acacia, sifted sts.</b> ..... @ 45	<b>Bird, 1s</b> ..... 4@ 6	
<b>Acacia, po</b> ..... 45@ 55	<b>Carul po 15</b> ..... 10@ 11	
<b>Aloe, Barb</b> ..... 12@ 14	<b>Cardamon</b> ..... 70@ 90	
<b>Aloe, Cape</b> ..... @ 25	<b>Coriandrum</b> ..... 12@ 14	
<b>Aloe, Socotri</b> ..... @ 45	<b>Cannabis Sativa</b> ..... 5@ 7	
<b>Ammoniac</b> ..... 55@ 60	<b>Cydonium</b> ..... 75@1 00	
<b>Asafoetida</b> ..... 35@ 40	<b>Chenopodium</b> ..... 25@ 30	
<b>Benzoinum</b> ..... 50@ 55	<b>Dipterix Odorate</b> ..... 80@1 00	
<b>Catechu, 1s</b> ..... @ 14	<b>Foeniculum</b> ..... @ 18	
<b>Catechu, 1/4s</b> ..... @ 14	<b>Foenugreek, po.</b> ..... 7@ 9	
<b>Catechu, 1/4s</b> ..... 81@ 85	<b>Lini</b> ..... 4@ 6	
<b>Camphor</b> ..... 81@ 85	<b>Lini, gr'd bbl. 2 1/2</b> ..... 8@ 10	
<b>Euphorbium</b> ..... @ 100	<b>Lobelia</b> ..... 75@ 80	
<b>Galbanum</b> ..... @ 100	<b>Phalaris Cana'n</b> ..... 9@ 10	
<b>Gamboge</b> ..... po. 1 25@1 35	<b>Rapa</b> ..... 5@ 6	
<b>Gualacum</b> ..... po. 35 @ 40	<b>Sinapis Alba</b> ..... 7@ 9	
<b>Kino</b> ..... po. 45@ 50	<b>Sinapis Nigra</b> ..... 9@ 10	
<b>Mastic</b> ..... @ 60	<b>Spiritus</b>	
<b>Myrrh</b> ..... po. 50 @ 55	<b>Frumentum W D.</b> ..... 2 00@2 50	
<b>Opil</b> ..... 3 15@3 25	<b>Frumentum</b> ..... 1 25@1 50	
<b>Shellac</b> ..... 40@ 50	<b>Juniperis Co O T I</b> ..... 65@2 00	
<b>Shellac, bleached</b> ..... 45@ 50	<b>Juniperis Co</b> ..... 1 75@3 50	
<b>Tragacanth</b> ..... 70@1 00	<b>Saccharum N E I</b> ..... 90@2 10	
<b>Herba</b>	<b>Spt Vini Galli</b> ..... 1 75@6 50	
<b>Absinthium</b> ..... 4 50@4 60	<b>Vini Oporto</b> ..... 1 25@2 00	
<b>Eupatorium oz pk</b> ..... 20	<b>Vina Alba</b> ..... 1 25@2 00	
<b>Lobelia</b> ..... oz pk 20	<b>Sponges</b>	
<b>Majorum</b> ..... oz pk 20	<b>Florida Sheeps' wl</b> ..... 3 00@3 50	
<b>Mentha Pip oz pk</b> ..... 25	<b>Nassau sheeps' wl</b> ..... 3 50@3 75	
<b>Mentha Ver oz pk</b> ..... 25	<b>Velvet extra shps'</b> ..... @ 200	
<b>Rue</b> ..... oz pk 25	<b>wool, carriage</b> ..... @ 200	
<b>Tanacetum V</b> ..... 25	<b>Extra yellow shps'</b> ..... @ 1 25	
<b>Thymus V oz pk</b> ..... 25	<b>wool carriage</b> ..... @ 1 25	
<b>Magnesia</b>	<b>Grass sheeps' wl</b> ..... @ 1 25	
<b>Calcined, Pat</b> ..... 55@ 60	<b>Hard, slate use</b> ..... @ 1 00	
<b>Carbonate, Pat</b> ..... 18@ 20	<b>Yellow Reef, for</b> ..... @ 1 40	
<b>Carbonate K-M</b> ..... 18@ 20	<b>Syrups</b>	
<b>Carbonate</b> ..... 18@ 20	<b>Acacia</b> ..... @ 50	
<b>Oleum</b>	<b>Aurant Cortex</b> ..... @ 50	
<b>Absinthium</b> ..... 4 90@5 00	<b>Zingiber</b> ..... @ 50	
<b>Amygdalae, Dulc.</b> ..... 50@ 60	<b>Ipecac</b> ..... @ 50	
<b>Amygdalae Ama.</b> ..... 50@ 60	<b>Ferri Iod</b> ..... @ 50	
<b>Anisi</b> ..... 45@1 50	<b>Rhel Arom</b> ..... @ 50	
<b>Aurant Cortex</b> ..... 2 20@2 40	<b>Smilax Off's</b> ..... 50@ 60	
<b>Bergamii</b> ..... 2 50@2 60	<b>Senega</b> ..... @ 50	
<b>Calicuti</b> ..... 85@ 90	<b>Scillae</b> ..... @ 50	
<b>Caryophylli</b> ..... 80@ 85	<b>Scillae Co</b> ..... @ 50	
<b>Cedar</b> ..... 50@ 60	<b>Tolutan</b> ..... @ 50	
<b>Chenopadii</b> ..... 3 75@4 00	<b>Prunus virg</b> ..... @ 50	
<b>Cinnamoni</b> ..... 1 00@1 10		
<b>Citronella</b> ..... 60@ 65		
<b>Conium Mac</b> ..... 80@ 90		
<b>Copaiba</b> ..... 1 15@1 25		
<b>Cubebae</b> ..... 1 20@1 30		

<b>Mannia, S F</b> ..... 45@ 50	<b>Sapo, M</b> ..... 10@ 12	<b>Lard, extra</b> ..... 70@ 80
<b>Menthol</b> ..... 2 40@2 60	<b>Sapo, G</b> ..... @ 15	<b>Lard, No. 1</b> ..... 60@ 65
<b>Morphia, S F &amp; W2</b> ..... 35@2 60	<b>Seidlitz Mixture</b> ..... 20@ 22	<b>Linseed, pure raw</b> ..... 49@ 54
<b>Morphia, S N Y Q2</b> ..... 35@2 60	<b>Sinapis</b> ..... @ 18	<b>Linseed, boiled</b> ..... 50@ 55
<b>Morphia, Mal</b> ..... 2 35@2 60	<b>Sinapis, opt</b> ..... @ 30	<b>Neat's-foot, w str</b> ..... 65@ 70
<b>Moschus Canton</b> ..... @ 40	<b>Snuff, Maccaboy</b> ..... @ 51	<b>Spts. Turpentine</b> ..... 61@ 66
<b>Myristica, No. 1</b> ..... 28@ 30	<b>DeVoes</b> ..... @ 51	<b>Paints</b>
<b>Nux Vomica po 15</b> ..... @ 10	<b>Snuff, S'h DeVoes</b> ..... @ 51	<b>Red Venetian</b> ..... 1 1/2@ 2 3/4
<b>Os Sepia</b> ..... 25@ 28	<b>Soda, Boras</b> ..... 9@ 11	<b>Ochre, yel Mars</b> ..... 1 1/2@ 2 3/4
<b>Pepsin Saac, H &amp; P D Co</b> ..... @ 1 00	<b>Soda, Boras, po</b> ..... 9@ 11	<b>Ochre, yel Ber</b> ..... 1 1/2@ 2 3/4
<b>Picis Liq N N 1/2 gal doz</b> ..... @ 2 00	<b>Soda et Pot's Tart</b> ..... 25@ 28	<b>Putty, commer</b> ..... 1 1/2@ 2 3/4
<b>Picis Liq qts</b> ..... @ 1 00	<b>Soda, Carb</b> ..... 1 1/2@ 2	<b>Putty, strictly pr</b> ..... 2 1/2@ 3
<b>Picis Liq, pints</b> ..... @ 60	<b>Soda, Bl-Carb</b> ..... 3@ 5	<b>Vermillon, Prime</b>
<b>Pil Hydrarg po 80</b> ..... @ 50	<b>Soda, Ash</b> ..... 3 1/2@ 4	<b>American</b> ..... 13@ 15
<b>Piper Nigra po 22</b> ..... @ 18	<b>Spts, Cologne</b> ..... @ 2 60	<b>Vermillon, Eng.</b> ..... 75@ 80
<b>Piper Alba po 35</b> ..... @ 30	<b>Spts, Ether Co.</b> ..... 50@ 55	<b>Green, Paris</b> ..... 14@ 18
<b>Pix Burgun</b> ..... @ 7	<b>Spts, Myrcia Dom</b> ..... @ 2 00	<b>Green, Peninsular</b> ..... 13@ 16
<b>Plumbi Acet</b> ..... 12@ 15	<b>Spts, Vini Rect bbl</b> ..... @ 7	<b>Lead, red</b> ..... 6 1/2@ 7
<b>Pulvis Ip'e et Opil</b> ..... 30@1 50	<b>Spts, Vini Rect 1/2 b</b> ..... @ 7	<b>Lead, white</b> ..... 6 1/2@ 7
<b>Pyrethrum, bxs H &amp; P D Co. doz.</b> ..... @ 75	<b>Spts, Vini R't 10 gl</b> ..... @ 7	<b>Whiting, white S'n</b> ..... @ 90
<b>Pyrethrum, pv</b> ..... 20@ 25	<b>Strychnia, Crystall</b> ..... 05@1 25	<b>Whiting, Gliders</b> ..... @ 25
<b>Quassia</b> ..... 8@ 10	<b>Sulphur Subl</b> ..... 2 1/2@ 4	<b>White, Paris Am'r</b> ..... @ 1 25
<b>Quina, S P &amp; W.</b> ..... 22@ 32	<b>Sulphur, Roll</b> ..... 2 1/2@ 3 1/2	<b>White, Paris Eng</b> ..... @ 1 40
<b>Quina, S Ger.</b> ..... 22@ 32	<b>Tamarinds</b> ..... 3@ 10	<b>Universal Prep'd</b> ..... 1 10@1 20
<b>Quina, N. Y.</b> ..... 22@ 32	<b>Terebenth Venice</b> ..... 28@ 30	<b>Varnishes</b>
<b>Rubia Tincturum</b> ..... 12@ 14	<b>Theobromae</b> ..... 45@ 50	<b>No 1 Turp Coach</b> ..... 1 10@1 20
<b>Saccharum La's</b> ..... 22@ 25	<b>Vanilla</b> ..... 9@ 10	<b>Extra Turp</b> ..... 1 60@1 70
<b>Salacin</b> ..... 4 50@4 75	<b>Zinci Sulph</b> ..... 7@ 8	<b>Coach Body</b> ..... 2 75@3 00
<b>Sanguis Drac's</b> ..... 12@ 14	<b>Oils</b>	<b>No 1 Turp Furni</b> ..... 00@1 10
<b>Sapo, W</b> ..... 40@ 50	<b>Whale, winter</b> ..... 70@ 70	<b>Extra T Damar</b> ..... 1 55@1 60
		<b>Jap Dyer No 1 T</b> ..... 70@

# Drugs

We are Importers and Jobbers of Drugs,  
Chemicals and Patent Medicines.

We are dealers in Paints, Oils and  
Varnishes.

We have a full line of Staple Druggists'  
Sundries.

We are the sole proprietors of Weatherly's  
Michigan Catarrh Remedy.

We always have in stock a full line of  
Whiskies, Brandies, Gins, Wines and  
Rums for medical purposes only.

We give our personal attention to mail  
orders and guarantee satisfaction.

All orders shipped and invoiced the same  
day received. Send a trial order.

**Hazeltine & Perkins**  
**Drug Co.**  
**Grand Rapids, Mich.**

## GROCERY PRICE CURRENT

These quotations are carefully corrected weekly, within six hours of mailing, and are intended to be correct at time of going to press. Prices, however, are liable to change at any time, and country merchants will have their orders filled at market prices at date of purchase.

ADVANCED		DECLINED	
Index to Markets		Index to Markets	
By Columns		By Columns	
A		1	
B		2	
C		3	
D		4	
E		5	
F		6	
G		7	
H		8	
I		9	
J		10	
K		11	
L		12	
M		13	
N		14	
O		15	
P		16	
Q		17	
R		18	
S		19	
T		20	
U		21	
V		22	
W		23	
X		24	
Y		25	
Z		26	
AA		27	
AB		28	
AC		29	
AD		30	
AE		31	
AF		32	
AG		33	
AH		34	
AI		35	
AJ		36	
AK		37	
AL		38	
AM		39	
AN		40	
AO		41	
AP		42	
AQ		43	
AR		44	
AS		45	
AT		46	
AU		47	
AV		48	
AW		49	
AX		50	
AY		51	
AZ		52	
BA		53	
BB		54	
BC		55	
BD		56	
BE		57	
BF		58	
BG		59	
BH		60	
BI		61	
BJ		62	
BK		63	
BL		64	
BM		65	
BN		66	
BO		67	
BP		68	
BQ		69	
BR		70	
BS		71	
BT		72	
BU		73	
BV		74	
BW		75	
BX		76	
BY		77	
BZ		78	
CA		79	
CB		80	
CC		81	
CD		82	
CE		83	
CF		84	
CG		85	
CH		86	
CI		87	
CJ		88	
CK		89	
CL		90	
CM		91	
CN		92	
CO		93	
CP		94	
CQ		95	
CR		96	
CS		97	
CT		98	
CU		99	
CV		100	
CW		101	
CX		102	
CY		103	
CZ		104	
DA		105	
DB		106	
DC		107	
DD		108	
DE		109	
DF		110	
DG		111	
DH		112	
DI		113	
DJ		114	
DK		115	
DL		116	
DM		117	
DN		118	
DO		119	
DP		120	
DQ		121	
DR		122	
DS		123	
DT		124	
DU		125	
DV		126	
DW		127	
DX		128	
DY		129	
DZ		130	
EA		131	
EB		132	
EC		133	
ED		134	
EE		135	
EF		136	
EG		137	
EH		138	
EI		139	
EJ		140	
EK		141	
EL		142	
EM		143	
EN		144	
EO		145	
EP		146	
EQ		147	
ER		148	
ES		149	
ET		150	
EU		151	
EV		152	
EW		153	
EX		154	
EY		155	
EZ		156	
FA		157	
FB		158	
FC		159	
FD		160	
FE		161	
FF		162	
FG		163	
FH		164	
FI		165	
FJ		166	
FK		167	
FL		168	
FM		169	
FN		170	
FO		171	
FP		172	
FQ		173	
FR		174	
FS		175	
FT		176	
FU		177	
FV		178	
FW		179	
FX		180	
FY		181	
FZ		182	
GA		183	
GB		184	
GC		185	
GD		186	
GE		187	
GF		188	
GG		189	
GH		190	
GI		191	
GJ		192	
GK		193	
GL		194	
GM		195	
GN		196	
GO		197	
GP		198	
GQ		199	
GR		200	
GS		201	
GT		202	
GU		203	
GV		204	
GW		205	
GX		206	
GY		207	
GZ		208	
HA		209	
HB		210	
HC		211	
HD		212	
HE		213	
HF		214	
HG		215	
HH		216	
HI		217	
HJ		218	
HK		219	
HL		220	
HM		221	
HN		222	
HO		223	
HP		224	
HQ		225	
HR		226	
HS		227	
HT		228	
HU		229	
HV		230	
HW		231	
HX		232	
HY		233	
HZ		234	
IA		235	
IB		236	
IC		237	
ID		238	
IE		239	
IF		240	
IG		241	
IH		242	
II		243	
IJ		244	
IK		245	
IL		246	
IM		247	
IN		248	
IO		249	
IP		250	
IQ		251	
IR		252	
IS		253	
IT		254	
IU		255	
IV		256	
IW		257	
IX		258	
IY		259	
IZ		260	
JA		261	
JB		262	
JC		263	
JD		264	
JE		265	
JF		266	
JG		267	
JH		268	
JI		269	
JJ		270	
JK		271	
JL		272	
JM		273	
JN		274	
JO		275	
JP		276	
JQ		277	
JR		278	
JS		279	
JT		280	
JU		281	
JV		282	
JW		283	
JX		284	
JY		285	
JZ		286	
KA		287	
KB		288	
KC		289	
KD		290	
KE		291	
KF		292	
KG		293	
KH		294	
KI		295	
KJ		296	
KK		297	
KL		298	
KM		299	
KN		300	
KO		301	
KP		302	
KQ		303	
KR		304	
KS		305	
KT		306	
KU		307	
KV		308	
KW		309	
KX		310	
KY		311	
KZ		312	
LA		313	
LB		314	
LC		315	
LD		316	
LE		317	
LF		318	
LG		319	
LH		320	
LI		321	
LJ		322	
LK		323	
LL		324	
LM		325	
LN		326	
LO		327	
LP		328	
LQ		329	
LR		330	
LS		331	
LT		332	
LU		333	
LV		334	
LW		335	
LX		336	
LY		337	
LZ		338	
MA		339	
MB		340	
MC		341	
MD		342	
ME		343	
MF		344	
MG		345	
MH		346	
MI		347	
MJ		348	
MK		349	
ML		350	
MN		351	
MO		352	
MP		353	
MQ		354	
MR		355	
MS		356	
MT		357	
MU		358	
MV		359	
MW		360	
MX		361	
MY		362	
MZ		363	
NA		364	
NB		365	
NC		366	
ND		367	
NE		368	
NF		369	
NG		370	
NH		371	
NI		372	
NJ		373	
NK		374	
NL		375	
NM		376	
NN		377	
NO		378	
NP		379	
NQ		380	
NR		381	
NS		382	
NT		383	
NU		384	
NV		385	
NW		386	
NX		387	
NY		388	
NZ		389	
OA		390	
OB		391	
OC		392	
OD		393	
OE		394	
OF		395	
OG		396	
OH		397	
OI		398	
OJ		399	
OK		400	
OL		401	
OM		402	
ON		403	
OO		404	
OP		405	
OQ		406	
OR		407	
OS		408	
OT		409	
OU		410	
OV		411	
OW		412	
OX		413	
OY		414	
OZ		415	
PA		416	
PB		417	
PC		418	
PD		419	
PE		420	
PF		421	
PG		422	
PH		423	
PI		424	
PJ		425	
PK		426	
PL		427	
PM		428	
PN		429	
PO		430	
PP		431	
PQ		432	
PR		433	
PS		434	
PT		435	
PU		436	
PV		437	
PW		438	
PX		439	
PY		440	
PZ		441	
QA		442	
QB		443	
QC		444	
QD		445	
QE		446	
QF		447	
QG		448	
QH		449	
QI		450	
QJ		451	
QK		452	
QL		453	
QM		454	
QN		455	
QO		456	
QP		457	
QQ		458	
QR		459	
QS		460	
QT		461	
QU		462	
QV		463	
QW		464	
QX		465	
QY		466	
QZ		467	
RA		468	
RB		469	
RC		470	
RD		471	
RE		472	
RF		473	
RG		474	
RH		475	
RI		476	
RJ		477	
RK		478	
RL		479	
RM		480	
RN		481	
RO		482	
RP		483	
RQ		484	
RR		485	
RS		486	
RT		487	
RU		488	
RV		489	
RW		490	
RX		491	
RY		492	
RZ		493	
SA		494	
SB		495	
SC		496	
SD		497	
SE		498	
SF		499	
SG		500	
SH		501	
SI		502	
SJ		503	
SK		504	
SL		505	
SM		506	
SN		507	
SO		508	
SP		509	
SQ		510	
SR		511	
SS		512	
ST		513	
SU		514	
SV		515	



6	7	8	9	10	11
<b>MUSTARD</b> Horse Radish, 1 dz ... 1.75 Horse Radish, 2 dz ... 3.50 Bayle's Celery, 1 dz ... 3.00 <b>OLIVES</b> Bulk, 1 gal. kegs ... 1.00 Bulk, 2 gal. kegs ... .95 Bulk, 5 gal. kegs ... .90 Manzanilla, 8 oz. ... .90 Queen, pints ... .25 Queen, 19 oz ... .45 Queen, 28 oz ... .70 Stuffed, 5 oz ... .90 Stuffed, 8 oz ... .145 Stuffed, 10 oz ... .230 <b>PIPES</b> Clay, No. 216 ... 1.70 Clay, T. D., full count ... 65 Cob, No. 3 ... 65 <b>PICKLES</b> Medium Barrels, 1,200 count ... .50 Half bbls., 600 count ... .30 Small Barrels, 2,400 count ... .70 Half bbls., 1,200 count ... .40 <b>PLAYING CARDS</b> No. 90 Steamboat ... 85 No. 15, Rival, assorted ... 1.20 No. 20, Rover enameled ... .60 No. 572, Special ... 1.75 No. 98, Golf, satin finish ... .20 No. 808 Bicycle ... .20 No. 632 Tourn't whist ... 2.25 <b>POTASH</b> 48 cans in case ... 4.00 Babbitt's ... 4.00 Penna Salt ... 3.00 <b>PROVISIONS</b> Barreled Pork Mess ... 13.00 Fat Back ... 14.00 Back Fat ... 14.50 Short Cut ... 13.50 Bean ... 12.50 Pig ... 18.00 Brisquet ... 15.00 Clear Family ... 12.50 <b>Dry Salt Meats</b> S P Bellies ... 9 1/2 Bellies ... 9 1/2 Extra Shorts ... 8 1/4 <b>Smoked Meats</b> Hams, 12lb. average ... 10 1/2 Hams, 16lb. average ... 10 1/2 Hams, 18lb. average ... 10 1/2 Skinned Hams ... 11 1/2 Ham, dried beef sets ... 13 Shoulders, (N. Y. cut) ... 10 1/2 Bacon, clear ... 10 1/2 California Hams ... 7 1/2 Picnic Boiled Ham ... 11 1/2 Boiled Ham ... 11 1/2 Berlin Ham pr'd ... 8 Mince Ham ... 10 <b>Lard</b> Compound ... 5 1/2 Pure ... 8 60lb. tubs, advance ... 1/2 60lb. tubs, advance ... 1/2 60lb. tins, advance ... 1/2 20lb. pails, advance ... 1/2 10lb. pails, advance ... 1/2 5lb. pails, advance ... 1 3lb. pails, advance ... 1 <b>Sausages</b> Bologna ... 5 Liver ... 6 1/2 Frankfort ... 7 Pork ... 6 1/2 Veal ... 8 Tongue ... 9 1/2 Headcheese ... 6 1/2 <b>Beef</b> Extra Mess ... 9.50 Boneless ... 10.50 Rump, new ... 10.50 <b>Pig's Feet</b> 1/4 bbls ... 1.10 1/2 bbls, 40lbs. ... 1.85 1/2 bbls ... 3.75 1 bbl ... 7.75 <b>Tripe</b> Kits, 15 lbs. ... 70 1/4 bbls, 40 lbs ... 1.50 1/2 bbls, 80lbs. ... 3.00 <b>Casings</b> Hogs, per lb. ... 28 Beef rounds, set ... 16 Beef middles, set ... 45 Sheep, per bundle ... 70 <b>Uncolored Butterine</b> Solid, dairy ... 10 Rolls, dairy ... 10 1/2 <b>Canned Meats</b> Corned beef, 2 ... 2.50 Corned beef, 14 ... 17.50 Roast Beef ... 2.00 Potted ham, 1/4 ... 45 Potted ham, 1/2 ... 45 Deviled ham, 1/4 ... 45 Deviled ham, 1/2 ... 45 Potted tongue, 1/4 ... 45 Potted tongue, 1/2 ... 45 <b>RICE</b> Screenings ... 2.25 Fair Japan ... 3.4 Choice Japan ... 4 Imported Japan ... 4 1/2 Fair Louisiana hd. ... 3 1/2 Choice La. hd. ... 4 1/2 Fancy La. hd. ... 5 1/2 Carolina ex. fancy ... 6 1/2 <b>SALAD DRESSING</b> Columbia, 1/2 pint ... 2.25 Columbia, 1 pint ... 4.00 Durkee's large, 1 doz. ... 4.50 Durkee's small, 1 doz. ... 2.25 Snider's small, 2 doz. ... 1.85 <b>SALARATUS</b> Packed 60lbs. in box ... 3.15 Arm and Hammer ... 3.15	Deland's ... 3.00 Dwight's Cow ... 3.15 Emblem ... 2.10 L. P. ... 3.00 Wyandotte, 100 Sds ... 3.00 <b>SAL SODA</b> Granulated, bbls ... 85 Granulated, 100lb cases ... 00 Lump, bbls ... 75 Lump, 145lb kegs ... 95 <b>SALT</b> Common Grades 100 3lb sacks ... 1.95 60 5lb sacks ... 1.85 28 10 1/2 sacks ... 1.75 56 lb. sacks ... 30 28 lb sacks ... 15 <b>Warsaw</b> 56 lb. dairy in drill bags ... 40 28 lb. dairy in drill bags ... 20 <b>Solar Rock</b> 56lb. sacks ... 20 <b>Common</b> Granulated, fine ... 80 Medium fine ... 85 <b>SALT FISH</b> Cod Large whole ... @ 7 Small Whole ... @ 6 1/2 Strips or bricks ... 7 1/2 @ 11 Pollock ... @ 3 1/2 <b>Halibut</b> Strips ... 14 Chunks ... 14 1/2 <b>Herring</b> Holland White Hoop, bbls 8 25 @ 9.25 White Hoop, 1/2 bbl 25 @ 5.00 White Hoop, keg. 60 @ 70 White Hoop mchs. @ 75 <b>Norwegian</b> Round, 100lbs ... 3.75 Round, 40lbs ... 1.75 Scales ... 15 <b>Trout</b> No. 1, 100lbs ... 7.50 No. 1, 40lbs ... 3.25 No. 1, 10lbs ... 90 No. 1, 8lbs ... 75 <b>Mackerel</b> Mess, 100lbs. ... 13.50 Mess, 40lbs. ... 5.80 Mess, 10lbs. ... 1.65 Mess, 8lbs. ... 1.36 No. 1, 100lbs. ... 12.00 No. 1, 40lbs. ... 5.20 No. 1, 10lbs. ... 1.55 No. 1, 8lbs. ... 1.28 <b>Whitefish</b> No. 1 No. 2 Fam 100lb. ... 9.50 5.50 50lb. ... 5.00 2.10 10lb. ... 1.10 52 8lb. ... 90 44 <b>SEEDS</b> Anise ... 15 Canary, Smyrna ... 6 Caraway ... 6 Cardamom, Malabar ... 1.00 Celery ... 10 Hemp, Russian ... 4 Mixed Bird ... 4 Mustard, white ... 8 Poppy ... 8 Rape ... 4 1/2 Cuttie Bone ... 25 <b>SHOE BLACKING</b> Handy Box, large, 3 dz ... 2.50 Handy Box, small ... 1.25 Bixby's Royal Polish ... 85 Miller's Crown Polish ... 85 <b>SNUFF</b> Scotch, in bladders ... 37 Maccaboy, in jars ... 35 French Rappie, in jars ... 43 <b>SOAP</b> Central City Soap Co. Jaxon ... 2.85 Boro Naphtha ... 4.00 Johnson Soap Co. Ajax ... 1.85 Badger ... 3.15 Borax ... 3.40 Calumet Family ... 2.35 China, large cakes ... 3.75 China, small cakes ... 3.75 Etna, 9 oz. ... 2.10 Etna, 8 oz. ... 2.30 Etna, 60 cakes ... 2.10 Galvanic ... 4.05 Mary Ann ... 2.35 Mottled German ... 2.25 New Era ... 2.45 Scotch Family, 60 cakes ... 2.30 Scotch Family, 100 cakes ... 3.80 Weldon ... 2.85 Assorted Toilet, 50 cartons ... 3.85 Assorted Toilet, 100 cartons ... 7.50 Cocoa Bar, 6 oz. ... 3.25 Cocoa Bar, 10 oz. ... 5.25 Senate Castle ... 3.50 Palm Olive, bath ... 10.50 Palm Olive, bath ... 11.00 Rose Bouquet ... 3.40 J. S. Kirk & Co. American Family ... 4.05 Dusky Diamond, 50 8oz ... 2.80 Dusky D'nd, 100 6oz ... 3.80 Jap Rose, 50 bars ... 3.75 Savon Imperial ... 3.10 White Russian ... 3.85 Dome, oval bars ... 2.15 Satinet, oval ... 2.15 Snowberry, 100 cakes ... 4.00 <b>LAUTZ BROS. &amp; CO.</b> Acme soap, 100 cakes ... 2.85 Naphtha soap, 100 cakes ... 4.00	Big Master, 100 bars ... 4.00 Marseilles White soap ... 4.00 Snow Boy Wash Pwr ... 4.00 Proctor & Gamble Co. Lenox ... 2.85 Ivory, 6 oz. ... 4.00 Ivory, 10 oz. ... 6.75 Star ... 3.10 A. E. Whisley Good Cheer ... 4.00 Old Country ... 3.40 <b>Soap Powders</b> Central City Soap Co. Jackson, 15 oz ... 2.40 Gold Dust, 24 large ... 4.50 Gold Dust, 100-5c ... 4.00 Kirkline, 24 4lb. ... 3.80 Pearline ... 3.75 Soapine ... 4.10 Babbitt's 1776 ... 3.75 Roseine ... 3.50 Armour's ... 3.80 Wisdom ... 3.80 <b>Soap Compounds</b> Johnson's Fine ... 5.10 Johnson's XXX ... 4.25 Nine O'clock ... 3.35 Rub-No-More ... 3.75 <b>Scouring</b> Enoch Morgan's Sons. Sapallo, gross lots ... 9.00 Sapallo, half gross lots ... 5.50 Sapallo, single boxes ... 2.25 Sapallo, hand ... 2.25 Scourine Manufacturing Co. Scourine, 50 cakes ... 1.80 Scourine, 100 cakes ... 3.50 <b>SODA</b> Boxes ... 5 1/2 Kegs, English ... 4 1/2 <b>SOUPS</b> Columbia ... 3.00 Red Letter ... 90 <b>SPICES</b> Whole Spices Allspice ... 12 Cassia, China in mats. ... 12 Cassia, Canton ... 16 Cassia, Batavia, bund. ... 28 Cassia, Saigon, broken. ... 40 Cassia, Saigon, in rolls. ... 55 Cloves, Amboyina ... 18 Cloves, Zanzibar ... 12 Mace ... 55 Nutmegs, 75-80 ... 45 Nutmegs, 105-10 ... 30 Nutmegs, 115-20 ... 30 Pepper, Singapore, blk. ... 17 Pepper, Singp. white ... 17 Pepper, shot ... 15 <b>Pure Ground in Bulk</b> Allspice ... 16 Cassia, Batavia ... 28 Cassia, Saigon ... 48 Cloves, Zanzibar ... 16 Ginger, Africa ... 15 Ginger, Cochon ... 18 Ginger, Jamaica ... 25 Mace ... 65 Mustard ... 18 Pepper, Singapore, blk. ... 17 Pepper, Singp. white ... 20 Pepper, Cayenne ... 20 Sage ... 20 <b>STARCH</b> Common Gloss 1lb packages ... 4 @ 5 3lb packages ... 4 1/2 6lb packages ... 5 1/2 40 and 50lb. boxes ... 2 1/2 @ 3 1/2 Barrels ... @ 2 1/2 <b>Common Corn</b> 20lb packages ... 5 40lb packages ... 4 1/2 @ 7 <b>SYRUPS</b> Corn Barrels ... 22 Half Barrels ... 24 20lb cans 1/2 dz in case ... 1.55 10lb cans 1/2 dz in case ... 1.50 5lb cans 2 dz in case ... 1.65 2 1/2lb cans 2 dz in case ... 1.70 <b>Pure Cane</b> Fair ... 16 Good ... 20 Choice ... 25 <b>TEA</b> Japan Sundried, medium ... 24 Sundried, choice ... 32 Sundried, fancy ... 36 Regular, medium ... 24 Regular, choice ... 32 Regular, fancy ... 36 Basket-fired, medium ... 31 Basket-fired, choice ... 33 Basket-fired, fancy ... 43 Nibs ... 22 @ 24 Siftings ... 9 @ 11 Fannings ... 12 @ 14 <b>Gunpowder</b> Moyune, medium ... 30 Moyune, choice ... 32 Moyune, fancy ... 40 Pingsuey, medium ... 30 Pingsuey, choice ... 30 Pingsuey, fancy ... 40 <b>Young Hyson</b> Choice ... 30 Fancy ... 36 <b>Oolong</b> Formosa, fancy ... 42 Amoy, medium ... 25 Amoy, choice ... 32 <b>English Breakfast</b> Medium ... 20 Choice ... 30 Fancy ... 40 <b>Ceylon</b> Choice ... 32 Fancy ... 42	<b>TOBACCO</b> <b>Fine Cut</b> Cadillac ... 54 Sweet Loma ... 34 Hiawatha, 5lb pails ... 56 Hiawatha, 10lb pails ... 54 Telegram ... 30 Pay Car ... 33 Prairie Rose ... 49 Protection ... 40 Sweet Burley ... 44 Tiger ... 40 <b>Plug</b> Red Cross ... 31 Palo ... 35 Hiawatha ... 41 Kyo ... 35 Battle AX ... 37 American Eagle ... 33 Standard Navy ... 37 Spear Head 7 oz. ... 47 Spear Head, 14 1/2 oz. ... 44 Nobby Twist ... 55 Jolly Tar ... 39 Old Honesty ... 43 Toddy ... 34 J. T. ... 38 Piper Heidsick ... 66 Boot Jack ... 80 Honey Dip Twist ... 40 Black Standard ... 40 Cadillac ... 40 Forge ... 34 Nickel Twist ... 52 Mill ... 32 Great Navy ... 36 <b>Smoking</b> Sweet Core ... 34 Flat Car ... 32 Warpath ... 26 Bamboo, 16 oz. ... 25 I X L, 5lb ... 27 I X L, 16 oz. pails ... 31 Honey Dew ... 40 Gold Block ... 40 Flagman ... 40 Chips ... 33 Kiln Dried ... 21 Duke's Mixture ... 40 Duke's Cameo ... 44 Myrtle Navy ... 44 Yum Yum, 1 1/2 oz. ... 39 Yum Yum, 1lb. pails ... 40 Corn Cake, 1lb. ... 22 Plover Boy, 1 1/2 oz. ... 39 Peerless, 3 1/2 oz. ... 35 Peerless, 1 1/2 oz. ... 38 Air Brake ... 30 Cant Hook ... 36 Country Club ... 32-34 Forex-XXXX ... 30 Good Indian ... 25 Self Binder, 16oz, 8oz 20-22 Fancy Foam ... 24 Sweet Marie ... 32 Royal Smoker ... 42 <b>TWINE</b> Cotton, 3 ply ... 20 Cotton, 4 ply ... 20 Jute, 2 ply ... 14 Hemp, 6 ply ... 13 Flax, medium ... 20 Wool, 1lb. balls ... 6 <b>VINEGAR</b> Malt White Wine, 40gr 8 Malt White Wine, 80gr 11 Pure Cider, B & B ... 11 Pure Cider, Red Star ... 11 Pure Cider, Robinson ... 10 Pure Cider, Silver ... 10 <b>WICKING</b> No. 0 per gross ... 30 No. 1 per gross ... 40 No. 2 per gross ... 50 No. 3 per gross ... 75 <b>WOODENWARE</b> Baskets Bushels, small ... 1.10 Bushels, wide band ... 1.60 Market ... 35 Splint, large ... 6.00 Splint, medium ... 5.00 Splint, small ... 4.00 Willow, Clothes, large ... 7.00 Willow Clothes, med'm ... 6.00 Willow Clothes, small ... 5.50 <b>Bradley Butter Boxes</b> 2lb size, 24 in case ... 72 3lb size, 16 in case ... 68 5lb size, 12 in case ... 63 10lb size, 6 in case ... 60 <b>Butter Plates</b> No. 1 Oval, 250 in crate ... 40 No. 2 Oval, 250 in crate ... 45 No. 3 Oval, 250 in crate ... 50 No. 5 Oval, 250 in crate ... 60 <b>Churns</b> Barrel, 5 gal., each ... 2.40 Barrel, 10 gal., each ... 2.55 Barrel, 15 gal., each ... 2.70 <b>Clothes Pins</b> Round head, 5 gross bx ... 55 Round head, cartons ... 75 <b>Egg Crates</b> Humpty Dumpty ... 2.40 No. 1, complete ... 32 No. 2, complete ... 18 <b>Faucets</b> Cork lined, 8 in. ... 65 Cork lined, 9 in. ... 75 Cork lined, 10 in. ... 85 Cedar, 8 in. ... 55 <b>Mop Sticks</b> Trojan spring ... 90 Eclipse patent spring ... 85 No. 1 common ... 75 No. 2 pat. brush holder ... 85 12lb. cotton mop heads ... 140 Ideal No. 7 ... 90	<b>Pails</b> 2-hoop Standard ... 1.60 3-hoop Standard ... 1.75 3-wire, Cable ... 1.70 3-wire, Cable ... 1.90 Cedar, all red, brass ... 1.25 Paper, Burska ... 2.25 Fibre ... 2.70 <b>Toothpicks</b> Hardwood ... 2.50 Softwood ... 2.75 Banquet ... 1.50 Ideal ... 1.50 <b>Traps</b> Mouse, wood, 2 holes ... 22 Mouse, wood, 4 holes ... 45 Mouse, wood, 6 holes ... 70 Mouse, tin, 5 holes ... 65 Rat, wood ... 80 Rat, spring ... 75 <b>Tubs</b> 20-in., Standard, No. 1.7 ... 00 18-in., Standard, No. 2.6 ... 00 16-in., Standard, No. 3.5 ... 00 20-in., Cable, No. 1 ... 7.50 18-in., Cable, No. 2 ... 6.50 16-in., Cable, No. 3 ... 5.50 No. 1 Fibre ... 10.80 No. 2 Fibre ... 9.45 No. 3 Fibre ... 8.55 <b>Wash Boards</b> Bronze Globe ... 2.50 Dewey ... 1.75 Double Acme ... 2.75 Single Acme ... 2.25 Double Peerless ... 3.50 Single Peerless ... 2.75 Northern Queen ... 2.75 Double Duplex ... 3.00 Good Luck ... 2.75 Universal ... 2.65 <b>Window Cleaners</b> 12 in. ... 1.65 14 in. ... 1.85 16 in. ... 2.30 <b>Wood Bowls</b> 11 in. Butter ... 75 13 in. Butter ... 1.15 15 in. Butter ... 2.00 17 in. Butter ... 3.25 19 in. Butter ... 4.25 Assorted, 13-15-17 ... 2.25 Assorted 15-17-19 ... 3.25 <b>WRAPPING PAPER</b> Common Straw ... 1 1/2 Fibre Manila, white ... 2 1/2 Fibre Manila, colored ... 4 No. 1 Manila ... 3 Cream Manila ... 3 Butcher's Manila ... 2 1/2 Wax Butter, short c't. 13 ... 20 Wax Butter, full count ... 20 Wax Butter, rolls ... 15 <b>YEAST CAKE</b> Magic, 3 doz. ... 1.15 Sunlight, 3 doz. ... 1.00 Sunlight, 1 1/2 doz. ... 1.15 Yeast Foam, 3 doz. ... 1.15 Yeast Cream, 3 doz. ... 1.00 Yeast Foam, 1 1/2 doz. ... 58 <b>FRESH FISH</b> Per lb. Jumbo Whitefish ... 11 @ 12 No. 1 Whitefish ... @ 9 Trout ... @ 10 Halibut ... @ 10 Cliscoes or Herring ... @ 3 Bluefish ... 10 1/2 @ 11 Live Lobster ... @ 25 Boiled Lobster ... @ 25 Cod ... @ 12 1/2 Haddock ... @ 8 No. Pickerel ... @ 9 Pike ... @ 7 Perch, dressed ... @ 7 Smoked White ... @ 12 1/2 Red Snapper ... @ Col. River Salmon ... @ 11 Mackerel ... 15 @ 16 <b>OYSTERS</b> Cans F. H. Counts ... Per can Bulk Oysters F. H. Counts ... 2.25 <b>Shell Goods</b> Per 100 Clams ... 1.25 Oysters ... 1.25 <b>HIDES AND PELTS</b> Hides Green No. 1 ... 9 Green No. 2 ... 8 Cured No. 2 ... 10 1/2 Calfskins, green No. 1 ... 13.00 Calfskins, green No. 2 ... 11 1/2 Calfskins, cured No. 1 ... 13 1/2 Calfskins, cured No. 2 ... 12 Steer Hides, 60lbs over ... 11 1/2 <b>Pelts</b> Old Wool ... Lamb ... 90 @ 2.00 Shearlings ... 25 @ 80 <b>Tallow</b> No. 1 ... @ 4 1/2 No. 2 ... @ 3 1/2 <b>Wool</b> Unwashed, medium ... 30 @ 31 Unwashed, fine ... 23 @ 26 <b>CONFECTIONS</b> Stick Candy Pails Standard ... 8 Standard H. H. ... 8 Standard Twist ... 8 1/2 Cut Loaf ... 9	<b>cases</b> Jumbo, 32lb. ... 8 Extra H. H. ... 9 Boston Cream ... 10 Olde Time Sugar stick ... 12 <b>Mixed Candy</b> Grocers ... 6 1/2 Competition ... 7 1/2 Special ... 7 1/2 Conserve ... 7 1/2 Royal ... 8 1/2 Ribbon ... 8 Broken ... 8 Cut Loaf ... 9 Leader ... 8 1/2 Kindergarten ... 10 Bon Ton Cream ... 9 French Cream ... 10 Star ... 11 Hand Made Cream ... 15 Premio Cream mixed ... 13 O F Forehand Drop ... 11 <b>Fancy-In Pails</b> Gypsy Hearts ... 14 Coco Bon Bons ... 12 Fudge Squares ... 12 1/2 Peanut Squares ... 9 Sugared Peanuts ... 11 Salted Peanuts ... 11 Starlight Kisses ... 11 San Blas Goodies ... 12 Lozenges, plain ... 11 Lozenges, printed ... 11 Champion Chocolate ... 11 Eclipse Chocolates ... 13 Eureka Chocolates ... 13 Quintette Chocolates ... 12 Champion Gum Drops ... 8 1/2 Moss Drops ... 11 Lemon Sours ... 11 Imperial ... 11 Ital. Cream Opera ... 12 Ital. Cream Bon Bons ... 12 20lb pails ... 12 Molasses Chews, 15lb. cases ... 12 Golden Waffles ... 12 Topazolas ... 12 <b>Fancy-In 5lb. Boxes</b> Lemon Sours ... 60 Peppermint Drops ... 60 Chocolate Drops ... 60 H. M. Choc. Drops ... 35 H. M. Choc. Lt. and ... 55 Dark No. 12 ... 1.00 Bitter Sweets, ass'd ... 1.25 Brilliant Gums, Cryso ... 60 A. A. Licorice Drops ... 90 Lozenges, plain ... 60 Lozenges, printed ... 60 Imperial ... 60 Mottos ... 60 Cream Bar ... 55 G. M. Peanut Bar ... 55 Hand Made Crms. 80 @ 9 1/2 Cream Buttons, Pep. and Wintergreen ... 65 String Rock ... 60 Wintergreen Berries ... 60 Old Time Assorted, 25 lb. case ... 2.75 Buster Brown Goodies ... 30lb. case ... 3.50 Up-to-Date Assmt. 32 lb. case ... 3.75 <b>Ten Strike Assortment</b> ment No. 1 ... 6.50 Ten Strike No. 2 ... 6.00 Ten Strike No. 3 ... 8.00 Ten Strike, Summer assortment ... 6.75 <b>Kalamazoo Specialties</b> Hanselman Candy Co. Chocolate Maize ... 18 Gold Medal Chocolate Almonds ... 18 Chocolate Nugatines ... 18 Quadruple Chocolate ... 15 Violet Cream Cakes, bx90 Gold Medal Creams, pails ... 13 1/2 <b>Pop Corn</b> Dandy Smack, 24s ... 65 Dandy Smack, 100s ... 2.75 Pop Corn Fritters, 100s ... 50 Pop Corn Toast, 100s ... 50 Cracker Jack ... 3.00 Pop Corn Balls, 200s ... 1.25 <b>NUTS-Whole</b> Almonds, Tarragona ... 15 Almonds, Avica ... 13 Almonds, California sft shell, new ... 15 @ 16 Brazilis ... 13 @ 14 Filberts ... 14 @ 15 Walnuts, soft shelled ... 12 Walnuts, Chili ... 12 Table nuts, fancy ... 13 Pecans Med. ... 10 Pecans, ex. large ... 11 Pecans, Jumbos ... 12 Hickory Nuts pr bu ... 1.75 Ohio new ... 1.75 Cocoanuts ... 4 Chestnuts, New York State, per bu ... <b>Shelled</b> Spanish Peanuts 6 1/2 @ 7 1/2 Pecan Halves ... 45 Walnut Halves ... 45 Filbert Meats ... 25 Alicante Almonds ... 33 Jordan Almonds ... 47 <b>Peanuts</b> Fancy, H. P. Suns ... 6 Fancy, H. P. Suns, Roasted ... 7 Choice H. P. Jbo. ... 7 1/2 Choice, H. P. Jumbo, Roasted ...

## Special Price Current

### AXLE GREASE



Mica, tin boxes .75 9 00  
Paragon .55 6 00

### BAKING POWDER

**JAXON**

1/4 lb. cans, 4 doz. case.. 45  
1/2 lb. cans, 4 doz. case.. 85  
1 lb. cans, 2 doz. case 1 60

### Royal



### BLUING

Arctic, 4oz ovals, p gro 4 00  
Arctic, 8oz ovals, p gro 6 00  
Arctic, 16oz ro'd, p gro 9 00

### BREAKFAST FOOD

Walsh-DeRoo Co.'s Brands



### Sunlight Flakes

Per case . . . . . 4 00  
Wheat Grits  
Cases, 24 2lb pack's.. 2 00

### CIGARS



G. J. Johnson Cigar Co.'s bd  
Less than 500. . . . . 33  
500 or more . . . . . 32  
1,000 or more . . . . . 31

Geo. H. Seymour & Co.  
Morton House Bouquet 55  
Morton House Bouquet 70  
Invincible . . . . . 33  
119 . . . . . 30  
Little Chick. . . . . 30

Worden Grocer Co. brand  
Ben Hur

Perfection . . . . . 35  
Perfection Extras . . . . . 35  
Londres . . . . . 35  
Londres Grand. . . . . 35  
Standard . . . . . 35  
Puritans . . . . . 35  
Panatellas, Finas. . . . . 35  
Panatellas, Bock . . . . . 35  
Jockey Club. . . . . 35

### COCOANUT

Baker's Brazil Shredded



70 1/4 lb pkg, per case 2 60  
35 1/2 lb pkg, per case 2 60  
38 1/4 lb pkg, per case 2 60  
16 1/2 lb pkg, per case 2 60

### FRESH MEATS

**Beef**  
Carcass . . . . . 7 @ 9 1/2  
Forequarters . . . . . 6 @ 7  
Hindquarters . . . . . 8 @ 10  
Loins . . . . . 9 @ 16  
Ribs . . . . . 8 @ 14  
Chucks . . . . . 5 1/2 @ 6 1/2  
Plates . . . . . @ 4

### Pork.

Loins . . . . . @ 10 1/2  
Dressed. . . . . @ 7 1/2  
Boston Butts . . . . . @ 9 1/2  
Shoulders. . . . . @ 8 1/2  
Leaf Lard. . . . . @ 7 1/2

### Mutton

Carcass . . . . . @ 8 1/2  
Lamb's. . . . . @ 12

### Veal

Carcass . . . . . 5 1/2 @ 8

**Karo**  
**CORN SYRUP**

24 10c cans . . . . . 1 84  
12 25c cans . . . . . 2 30  
6 50c cans . . . . . 2 30

### COFFEE

### Roasted

Dwinell-Wright Co.'s B'ds.



White House, 1lb . . . . .  
White House, 2lb . . . . .  
Excelsior, M & J, 1lb . . . . .  
Excelsior, M & J, 2lb . . . . .  
Tip Top, M & J, 1lb . . . . .  
Royal Java . . . . .  
Royal Java and Mocha . . . . .  
Java and Mocha Blend . . . . .  
Boston Combination . . . . .  
Distributed by Judson  
Grocer Co., Grand Rapids;  
National Grocer Co., De-  
troit and Jackson; F. Saun-  
ders & Co., Port Huron;  
Symons Bros. & Co., Sag-  
inaw; Meisel & Goeschel,  
Bay City; Godsmark, Du-  
rand & Co., Battle Creek;  
Fielbach Co., Toledo.



### CONDENSED MILK

4 doz. in case

Gail Borden Eagle . . . 6 40  
Crown . . . . . 5 90  
Champion . . . . . 4 52  
Daisy . . . . . 4 70  
Magnolia . . . . . 4 00  
Challenge . . . . . 4 40  
Dime . . . . . 3 85  
Peerless Evap'd Cream 4 00

### FISHING TACKLE

1/2 to 1 in . . . . . 6  
1 1/4 to 2 in . . . . . 7  
1 1/2 to 2 in . . . . . 9  
1 3/4 to 2 in . . . . . 11  
2 in . . . . . 15  
3 in . . . . . 30

### Cotton Lines

No. 1, 10 feet . . . . . 5  
No. 2, 15 feet . . . . . 7  
No. 3, 15 feet . . . . . 9  
No. 4, 15 feet . . . . . 10  
No. 5, 15 feet . . . . . 11  
No. 6, 15 feet . . . . . 12  
No. 7, 15 feet . . . . . 15  
No. 8, 15 feet . . . . . 18  
No. 9, 15 feet . . . . . 20

### Linen Lines

Small . . . . . 20  
Medium . . . . . 26  
Large . . . . . 34

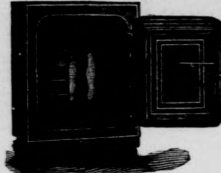
### Poles

Bamboo, 14 ft., per doz. 55  
Bamboo, 16 ft., per doz. 60  
Bamboo, 18 ft., per doz. 80

### GELATINE

Cox's 1 qt. size . . . . . 1 10  
Cox's 2 qt. size . . . . . 1 61  
Knox's Sparkling, doz 1 20  
Knox's Sparkling, gro 14 00  
Knox's Acidu'd. doz . 1 20  
Knox's Acidu'd. gro 14 00  
Nelson's . . . . . 1 50  
Oxford. . . . . 75  
Plymouth Rock. . . . . 1 25

### SAFES



Full line of fire and burglar proof safes kept in stock by the Tradesman Company. Twenty different sizes on hand at all times—twice as many safes as are carried by any other house in the State. If you are unable to visit Grand Rapids and inspect the line personally, write for quotations.

### SOAP

Beaver Soap Co.'s Brands



100 cakes, large size.. 6 50  
50 cakes, large size.. 3 25  
100 cakes, small size.. 3 85  
50 cakes, small size.. 1 95

Tradesman Co.'s Brand.



Black Hawk, one box 2 50  
Black Hawk, five bxs 2 40  
Black Hawk, ten bxs 2 25

### TABLE SAUCES

Halford, large . . . . . 3 75  
Halford, small . . . . . 2 25

## A Catalogue That Is Without a Rival

There are something like \$5,000 commercial institutions in the country that issue catalogues of some sort. They are all trade-getters—some of them are successful and some are not.

Ours is a successful one. In fact it is THE successful one.

It sells more goods than any other three catalogues or any 400 traveling salesmen in the country.

It lists the largest line of general merchandise in the world.

It is the most concise and best illustrated catalogue gotten up by any American wholesale house.

It is the only representative of the largest house in the world that does business entirely by catalogue.

It quotes but one price to all and that is the lowest.

Its prices are guaranteed and do not change until another catalogue is issued.

It never misrepresents. You can bank on what it tells you about the goods it offers—our reputation is back of it.

It enables you to select your goods according to your own best judgment and with much more satisfaction than you can from the flesh-and-blood salesman, who is always endeavoring to pad his orders and work off his firm's dead stock.

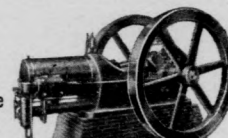
Ask for catalogue J.

## BUTLER BROTHERS

Wholesalers of Everything—  
By Catalogue Only.

New York Chicago St. Louis

Type  
G  
Engine



8 to  
100  
H. P.

## OLDS ENGINES

### Economical Power

In sending out their last specifications for gasoline engines for West Point, the U. S. War Dept. required them "to be OLDS ENGINES or equal." They excel all others or the U. S. Government would not demand them.

Horizontal type, 2 to 100 H. P., and are so simply and perfectly made that it requires no experience to run them, and

### Repairs Practically Cost Nothing

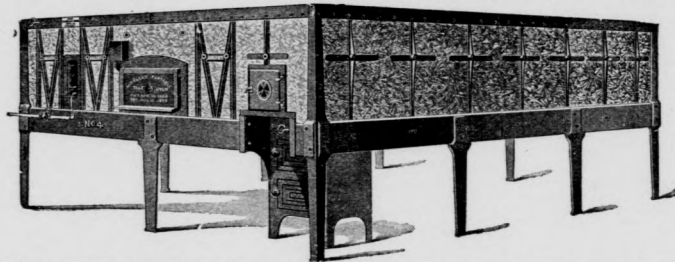
Send for catalogue of our Wizard Engine, 2 to 8 H. P. (spark ignition system, same as in the famous Oldsmobile) the most economical small power engine made; fitted with either pump-jack or direct-connected pump; or our general catalogue showing all sizes. OLDS GASOLINE ENGINE WORKS. Lansing, Mich.



This is a picture of ANDREW B. SPINNEY, M. D., the only Dr. Spinney in this country. He has had forty-eight years experience in the study and practice of medicine, two years Prof. in the medical college, ten years in sanitarium work and he never fails in his diagnosis. He gives special attention to throat and lung diseases in a kind of some wonderful cures. Also all forms of nervous diseases, epilepsy, St. Vitus dance, paralysis, etc. He never fails to cure piles.

There is nothing known that he does not use for private diseases of both sexes, and by his own special methods he cures where others fail. If you would like an opinion of your case and what it will cost to cure you, write out all your symptoms enclosing stamp for your reply. ANDREW B. SPINNEY, M. D. Prop. Reed City Sanitarium, Reed City, Mich.

## Bakery Goods Made on the Premises in a Middleby Oven will Increase your Trade



You are not making all the money that you can make from your business unless you do your own baking. It is a most profitable investment and it will pay you handsomely in the end. Let us tell you what others have done. Send for catalogue and full particulars.

### Middleby Oven Manufacturing Company

60-62 W. Van Buren St., Chicago, Ill.

## Leading the World, as Usual

# LIPTON'S CEYLON TEAS.

St. Louis Exposition, 1904, Awards

GRAND PRIZE and Gold Medal for Package Teas.

Gold Medal for Coffees.

All Highest Awards Obtainable. Beware of Imitation Brands.

Chicago Office, 49 Wabash Ave.

1-lb., 1/2-lb., 1/4 lb. air-tight cans.



Place  
your  
business  
on  
a  
cash  
basis  
by  
using  
Tradesman  
Coupons



# BUSINESS-WANTS DEPARTMENT

Advertisements inserted under this head for two cents a word the first insertion and one cent a word for each subsequent continuous insertion. No charge less than 25 cents. Cash must accompany all orders.

## BUSINESS CHANCES.

For Sale—\$8,000 stock of boots, shoes and rubber goods. Good established business and all new desirable goods. Only exclusive shoe stock in city. Owner's health failed and stock will be closed out for cash or good securities. Thrifty town of 3,000 in Central Michigan. Address Lock Box 83, Corunna, Mich. 641

For Sale—Best paying store in Michigan. Stock groceries and shoes, invoicing \$3,500. A bargain. Address 232 N. 52nd Ave., Chicago. 633

40-Acre Farm, wire fenced, 15 acres cleared. Good frame house. Young orchard. Will sell or exchange for stock of general merchandise. Address Lock Box 227, Roscommon, Mich. 634

For Exchange—Many choice farms at actual cash value, for stocks of merchandise. Write for list. Merchants' Exchange Agency, 115 Dearborn, Chicago, Ill. 635

I. S. Flannery & Son, Pellston, Mich., dealers in dry goods and groceries. Owing to poor health, we will sell or rent property. Building is 2½ stories high, 9 living rooms up stairs. Cement block building. Bank in same block. Population of town, 1,200 and still thriving. Telephone 28. 636

For Sale—Good clean drug stock, doing good business in a hustling town of 500. Invoices about \$1,200. No competition. Owner has too much other business. Address Lock Box 213, Rose City, Mich. 637

For Sale—First-class drug stock in first-class Southern Michigan town of 1,300 inhabitants. Invoices \$2,500. Will sell for \$1,800 if taken before July 1. Other business. Address J., care Tradesman. 639

\$25,000 will buy 207-acre oil lease, six oil wells, one gas well and all equipments for lease. Only 30 acres drilled off East, 200 feet from west line. Well made 6,200 barrels 27 days. Cheap lease at \$150,000. Reason for selling, no means to work lease. One-third down, balance on easy payments. One-half taken in land or merchandise. R. F. Brammer, Albany, Ind. 640

For Sale or exchange for land or merchandise, store and lot in good Northern Iowa town, store 22x100; clear and in first-class shape. Address W., care Michigan Tradesman. 629

To exchange by owner, a first-class improved Illinois farm for stock of goods. Want a stock to run, and will trade on a fair basis. No traders need answer. Address J. D., care Michigan Tradesman. 630

For Sale or will exchange a good general stock of about \$7,000 for a well improved farm. No traders need apply. Address C. W., care Michigan Tradesman. 631

Wanted—Man to engage in an up-to-date baking, confectionery and catering business. Good location can be secured and elegant opening for money making business in this line awaits the right man. I would be willing to help good man get started and back him financially if necessary until he could carry it alone. The town is greatly in need of an up-to-date establishment of this kind and the need is continually increasing, so a good man could not fail to succeed. J. H. Edsall, Greenville, Mich. 628

Department store located in one of Michigan's best cities. Stock about \$35,000. Annual business, \$125,000. Will sell or rent building. Apply for particulars to "Y. B." care Michigan Tradesman. 627

For Sale—Saw and planing mill plant, 40,000 feet daily capacity. Admirable location, especially for manufacture of boxes, barrels and truckers' packages of all kinds. Will sell at a bargain. Write for particulars to E. L. Williams, Yorkville, Va. 623

Representatives Everywhere—Who can present a financial proposition we believe will pay greater profits than Bell Telephone which was bought for 50c and sold at \$1,000 a share. Our booklet (24 pages) full particulars mailed free. Investors and Finance Co., Hoboken, N. J. 622

For Sale—1,000 shares of Banker's Oil Company of Indiana; pays monthly dividends of 8 per cent. J. G. Lewis, 319 Main St., Rushville, Ind. 617

For Sale—\$3,500 buys one-half or \$7,000 buys whole hardware and grocery store; good town, buildings and location; sales in 1904, \$36,000. Address box 143, Onaway, Mich. 616

For Sale—Nice new stock of groceries. Fine location. Reasonable rent. Good room. Easy terms or reasonable discount for cash. Box 92, Richmond, Ind. 615

Wanted—I will pay cash for small stock of general merchandise in a town of 500 to 1,000 inhabitants. Southern Michigan preferred. Address N., care Tradesman. 614

For Sale—Bright new stock of groceries. No dead stock. Doing good business. Good location. Sold over \$30,000 last year. Will invoice about \$3,000. Good reasons for selling. Address P. O. Box 524, El Reno, Okla. 612

For Sale—Having outgrown our present quarters, we offer for sale the three large buildings we now occupy on Ottawa and Market streets and G. R. & I. railroad, with such portion of the power plant as may be desired; 200,000 square feet of floor surface, sprinkled throughout; location unsurpassed for wholesale business, exhibition purposes, storage warehouses or investment in central business property. Apply to Wm. H. Gilbert, Agent, 104 North Ottawa. Grand Rapids Refrigerator Co., Grand Rapids, Mich. 613

For Sale—New stock clothing, furnishing goods. No old goods, everything in first-class shape. Doing good business. Good location. Fred Townsend, 14 Main St., East, Battle Creek, Mich. 618

Wanted—To buy stock of general merchandise. \$10,000 to \$15,000. Outside of Chicago. Address No. 620, care Michigan Tradesman. 620

Our 16, 18 and 21 ft. family launches make an enjoyable outfit. We build all kinds of pleasure boats. Main office and works, McHenry, Ill., on Fox river, connecting with Fox Lake regions. Hunter-Weekler Boat Co., 138 Washington St., Chicago, Ill. 619

For Sale—Wholesale fish business, cold storage plant, etc., a most excellent opportunity; about \$3,500 required. Address Lindquist Bros., Marinette, Wis., Menckauess Station. 625

For Sale—Hardwood plant now in complete operation in Arkansas. Twenty-nine hundred acres, eight hundred feet simple, balance timber rights with five years to remove. Tramroads and cars, oxen, mules, logging outfit complete. Ten negro and five white dwelling houses, boarding house and commissary, with two thousand dollar stock; blacksmith shop, 45 horse power mill complete. Located on R. R. Good shipping facilities. Mill running every day with plenty of orders ahead. Will sell complete. Easy terms. Will take lumber as part pay. L. B. 236, Hope, Ark. 626

Drug Stock. Established business. Clean stock. Fine location. Good reasons for selling. Box 351, Lansing, Mich. 632

We pay cash for information. Representatives everywhere, an opportunity to increase your income \$5 to \$25 weekly without interference with regular occupation. No canvassing. Colburn & Sharp, Hoboken, N. J. 621

For Sale—Chance in a lifetime to right party. First-class bakery, restaurant, ice cream and soda fountain business. Thriving Michigan town of 1,800. Good clean stock. Two-story brick building, seven furnished rooms. Will rent or sell. Good reasons for selling. Bank reference to anyone concerned. Address No. 602, care Michigan Tradesman. 602

For Sale, Hotel Property—Steam heated, electric lighted, 21 rooms, \$2 per day. New hotel with plumbing, city water, etc. Conveniently located in one of the best towns in Northern Michigan. Population of village upward of 2,000. Hotel is located within a few rods of the water—deep water transportation—and near center of business. Has the bulk of the commercial trade and is turning away business much of the time. Is now rented, but no time lease. Town has two railroads, excellent buildings, waterworks, electric lights and is thoroughly up-to-date, with the best of farming country surrounding it. \$4,000 cash takes the property. Address No. 590, care Michigan Tradesman. 590

For Sale—A large number of selected Delaware farms, beautifully located. Write for free 1905 catalogue to Chas. M. Hammond, Real Estate Broker, Milford, Delaware. 609

For Rent—Store room, two floors, 38x99. Suitable for dry goods, clothing, crockery, furniture, etc., good light, steam heat, best location in Waterloo, Ia. Address Box O, LaGrange, Ill. 575

For Sale—Stock general merchandise in best mining town in Minnesota, inventing about \$20,000. Can reduce to suit buyer. Good reasons for selling. Will rent store. Address No. 547, care Michigan Tradesman. 547

For Sale—Bakery. Good location. Doing nice business. Apply to Judson Grocer Co. 589

For Sale—A complete and up-to-date set of grocery fixtures, oak finish, cost \$800. Will be sold at a big sacrifice if taken at once. Schulz & Pixley, St. Joseph, Mich. 611

For Sale and Trade—We have good, first-class stocks of goods; general merchandise, clothing, hardware, shoes, implements, drugs, jewelry, racket stocks, etc.; some for sale for cash, some for trade, some for part trade and part cash. Located in Indiana, Indian Territory, Illinois, Iowa, the Dakotas, Minnesota, Missouri, Nebraska, Kansas and Michigan. If you are in the market for any kind of a stock, we have it. Somers & Warren, 500 Manhattan Bldg., St. Paul, Minnesota. 610

Wanted—A practical carriage man to buy stock in a well-established carriage factory; the president retiring from business; established 1872; incorporated 1904; open shop. The Johnston Carriage Co., Oak Park, Ill. 591

Wanted—Location for dry goods and notions. Population 2,000 to 10,000. Address R. Sabel, 58 Eureka Ave., Wyandotte, Mich. 608

For Sale—Building occupied successfully for sixteen years as grocery and meat market. One of the best business corners in city. Present occupant will lease premises for a year, if purchaser desires. Address No. 581, care Michigan Tradesman. 581

Jewelry stock for sale in a good town, good location, fine store and fixtures; no old stock. A money-maker; cheap and easy terms. A. C. Chittenden, Marshall, Minn. 597

For Sale or Trade—One hundred shares of the Watson, Durand-Kasper Grocery Co.'s capital stock, of Salina. Enquire W. J. Hughes, Box 367, Enid, O. T. 598

For Sale—Iron working plant, machine shops, equipped with modern machinery. Foundry, large floor space, complete with all appliances. Wood working department, all new and modern machinery; 3 large brick buildings; new roofs and otherwise in good condition; two 80x160, one and two stories; one 50x130 foundry; with 7½ acres ground; switches running through the shops; plant within 50 to 500 yards of four trunk lines; coal mines in switching distance; buildings have their own lighting system; with concession of 30 years' lease at \$1 a year rental; water \$1 a year; city of 8,000; present concessionaries wholly inexperienced men and will sell at right price. Address L. C. Spooner, Agent, General Delivery, Blue Mound, Ill. 593

## POSITIONS WANTED.

Wanted—Position, either groceries, shoes, gents' furnishings or general store, 12 years' experience as salesman and manager. References. Address Salesman, care Tradesman. 638

## HELP WANTED.

Wanted—Capable man to take charge of clothing, groceries, boot and shoe and dry goods departments. Address National Supply Co., Lansing, Mich. 624

Wanted—Salesman, none but the best of specialty salesmen need apply, on an article on which we allow a large commission and which will soon be in use in nearly every hardware store in the country. Address C. A. Peck Hardware Co., Berlin, Wis. 601

Salesman to carry a good side line that will pay traveling expenses. Sells to house furnishing, general and hardware stores. Pocket model free. Season now on. Novelty Mfg. Co., Ottawa, Ill. 339

Salesman Wanted—A salesman by a wholesale grocery company that sells direct to consumers. Address Wholesale, Box 487, Jackson, Mich. 543

## AUCTIONEERS AND TRADERS.

H. C. Ferry & Co., Auctioneers. The leading sales company of the U. S. We can sell your real estate, or any stock of goods, in any part of the country. Our method of advertising "the best." Our "terms" are right. Our men are gentlemen. Our sales are a success. Or we will buy your stock. Write us, 324 Dearborn St., Chicago, Ill. 490

## MISCELLANEOUS.

The Koester School of Window Dressing, 1110 Republic Bldg., Chicago, gives personal instruction in window trimming. Day and night courses. Write for circular and terms. 572

Stop! If out of work, or not satisfied with your present position and would like to make more money, send for our free descriptive portrait circular and talk to agents. "Ches" Picture Co., 1053 Monroe St., Chicago, Ill. 563

To Exchange—80 acre farm 3½ miles southeast of Lowell, 60 acres improved, 5 acres timber and 10 acres orchard land, fair house and good well, convenient to good school, for stock of general merchandise situated in a good town. Real estate is worth about \$2,500. Correspondence solicited. Konkle & Son, Alto, Mich. 501

Want Ads. continued on next page.

## MAKE US PROVE IT



J. S. TAYLOR



F. M. SMITH

MERCHANTS, "HOW IS TRADE?" Do you want to close out or reduce your stock by closing out any odds and ends on hand? We positively guarantee you a profit on all reduction sales over all expenses. Our plan of advertising is surely a winner; our long experience enables us to produce results that will please you. We can furnish you best of bank references, also many Chicago jobbing houses; write us for terms, dates and full particulars.

Taylor & Smith, 53 River St., Chicago

## YOU'LL BE SURPRISED

at the results obtained from

## Expert Auctioneering

That's our business We promise little We do much We please We satisfy We get results Our best references are our present sales Write today



A. W. Thomas Auction Co.

477 Washab Ave., Chicago

## WE ARE EXPERT AUCTIONEERS

and have never had a failure because we come ourselves and are familiar with all methods of auctioneering. Write to-day.

R. H. B. MACRORE AUCTION CO., Davenport, Ia.

## Bankrupt Sale

The Stock of General Hardware, Agricultural Implements, Wire Fencing, Store Fixtures, Notes and Book Accounts of Ivan C. Elsbey, bankrupt, Rockford, Mich., are offered for private sale. On June 3d, 10 a. m., at the village of Rockford, any of the above property remaining unsold, and the real estate of bankrupt, will be sold at auction.

The stock is in excellent shape. Inventory and appraisal may be seen at my office.

C. A. RENWICK, Trustee

45 Pearl St. Grand Rapids



## The Produce Market.

Apples—Good stock is becoming very scarce and the price is correspondingly advancing. Choice readily commands \$2.75@3.25.

Bananas—There is no change in prices—\$1 for small bunches and \$1.50 for large. The movement is, perhaps, better than a week ago and the stock is of good quality.

Beets—New command \$1.50 per box.

Butter—Creamery is steady at 21c for choice and 22c for fancy. Dairy has slumped to 16c for No. 1 and 13c for packing stock. Renovated is steady at 19c. Receipts are large, but the buying is steady. Some butter has probably gone into storage. Packing stock is in excellent demand and all fresh, sweet goods are taken at the quoted prices, which are about the same as last week.

Cabbage—Southern commands \$2@2.75 per crate, according to size.

Carrots—New fetch \$1.25 per box.

Cucumbers—Home grown are in plentiful supply at 65c per doz. Southern fetch \$1.75 per box of four to five doz.

Eggs—Local dealers pay about 14½@15c for case count, holding candled at 16c. The receipts are liberal, but not quite so large in volume as a few weeks ago. Eggs are still being stored and it is apparent that the quantity stored this year is very large. In view of the fact that the eggs are being put away at about 16c, there is some question as to how the profit will be when they are taken out next winter. It is predicted, however, that eggs will be withdrawn from storage early this year, because the hens began laying earlier than usual and will probably cease operations at a corresponding date. If that is the case storage on the eggs will not be such a large item.

Grape Fruit—Florida stock commands \$6 per box of either 64 or 54 size. California stock is \$2 cheaper.

Green Onions—15c per doz. bunches for home grown.

Green Peas—\$1.35 per bu. box.

Honey—Dealers hold dark at 10@12c and white clover at 13@15c.

Lemons—Messinas are steady at \$2@3.25 per box. Californias have been marked up to \$2.75@3.

Lettuce—12c per lb.

Onions—\$1.65 per crate for Bermudas or Texas; \$1.65 per 70 lb. sack for Louisiana; \$3.50 per 110 lb. sack for Egyptian.

Oranges—California Navels are steady at \$3.25 for choice, \$3.50 for fancy and \$3.65 for extra fancy. Mediterranean Sweets, \$3@3.25; Seedlings, \$2.75@3. The receipts of Mediterranean Sweets have increased during the week and St. Michaels have been added to the list in all sizes. Considering the abundance of strawberries, sales of oranges have been very good and the jobbers anticipate a good season in this line.

Parsley—25c per doz. bunches.

Pieplant—60c for 40 lb. box.

Pineapples—Prices are steady, ranging about as follows: Crate of

18, \$3.50; 24, \$3.25; 30, \$3; 36, \$2.75; 42, \$2.50; 48, \$2.25.

Plants—Tomato and cabbage fetch 75c per box of 200.

Pop Corn—90c for rice.

Potatoes—New stock is slow sale at \$1.40. Old stock is in moderate demand at 25@30c.

Poultry—The demand is strong and all varieties are scarce. Live poultry readily commands the following prices: Chickens, 12@13c; fowls, 11@12c; young turkeys, 14@15c; old turkeys, 12@13c. Dressed fetch 2c per lb. more than live. Broilers, 27@28c per lb.; squabs, \$1.75@2 per doz; pigeons, 75c per doz.

Radishes—18c per doz. bunches for round and 20c for long.

Strawberries—The market is well supplied this week with large, fine-looking Missouri berries, which readily move off on the basis of \$2@2.25 per 24 qt. crate. Vinkemulder has received seven carloads of these berries during the past three days and twice as many could have been marketed. Considering that the berries have been picked fully a week, their condition is little less than remarkable. A few Benton Harbor berries are beginning to come in, but they are inferior in every respect to the Missouri shipments, which will probably continue through the remainder of the week. Benton Harbor fetch \$1.50 per 16 qt. crate.

Tomatoes—\$2.50 per 6 basket crate.

Turnips—\$1.25 per box.

Wax Beans—\$2 per bu. hamper.

## Merchant Took French Leave of Homer.

Jackson, May 30—A. A. McConnell, up to a few months ago proprietor of a grocery store and meat market in this city, and since then in business as proprietor of a general store at Homer, has disappeared, according to a dispatch from that town. Saturday, it is alleged, McConnell borrowed a considerable sum of money and, with his wife, left the town. Then Attorney H. W. Cavanaugh took possession of the \$12,000 stock of dry goods, groceries, boots and shoes, etc., on an attachment for \$2,000 for money loaned and rent due the bank of Homer, and the Sheriff is in possession at the store, while the handsomely furnished Homer residence is locked up.

McConnell, it is said, came to Homer four years ago from Alvordton, Ohio, and started in business. Two years ago he purchased the Patterson grocery stock, in this city, and apparently did a thriving business in groceries and meats. For some reason, however, he sold out the greater portion of his stock here and consolidated his business at Homer. He stood well as a business man while in this city and the news from Homer is in the nature of an emphatic surprise. His reputation in that place, according to the dispatch, was equally high, and it is said the people there are dumbfounded over his disappearance.

The creditors include several Detroit wholesale houses. A petition will be made to declare McConnell a bankrupt.

## Death of a Pioneer Mancelona Merchant.

Mancelona, May 27—James Leroy Farnham, an old, well-known and highly respected resident of this place, is dead after an illness of only one week.

Mr. Farnham had been a resident of Mancelona since 1879, over twenty-six years, and during that time was engaged in business here. He was known as a man of sterling honesty and square dealing. His demeanor was always quiet and friendly and in his wide acquaintance he had a host of warm friends. Mr. Farnham was a consistent member of the Congregational church and also of the Masonic fraternity. He was a man of high character, a good and useful citizen and his death is a loss to the whole community.

Mr. Farnham was born in Yates county, New York, Jan. 5, 1839, thus he was 66 years old. When a young man, in 1854, he came to Michigan, settling at Leonidas, St. Joseph county. He was married to Miss Mary Coon, also of Leonidas, Feb. 4, 1873. While in Leonidas Mr. Farnham was engaged in both farming and in the mercantile business. In 1879 Mr. and Mrs. Farnham moved to this place, where he engaged in the mercantile business and continued it up to three years and six months ago, and since he has been engaged as a dealer in agricultural implements.

Mr. Farnham is survived by his wife, but no children. Three brothers and one sister also survive him.

Chas. Harroun, dealer in china, crockery, glassware and general merchandise, Kalkaska: We will open what will be known as the Variety Store in Kalkaska about the middle of June. The date has not been settled definitely as yet, but we want the Tradesman to consult just the same and therefore hasten to send you our subscription.

There are plenty of times when it is safest to laugh in one's sleeve.

The most bitter feature of defeat is the sympathy that goes with it.

## Business Wants

## BUSINESS CHANCES.

Quick—Wanted general stock, or stock shoes for cash. Give full particulars first letter. Address Ross E. Thompson, 1004 Iglehart St., St. Paul, Minn. 643

For Sale—Dry goods, boot and shoe and grocery store, located at Sheffield on Grand Trunk R. R., size 32x44 feet, with living rooms attached. Good well, good cistern. One good stone cellar for butter and eggs. Large woodshed and ice house. One barn with driving floor suitable for six horses. One acre of land. Also if desired, one good frame warehouse with team scales and office. For particulars enquire of Chas. Sipples, Sheffield, Mich. 642

For Sale—Retail lumber yard. Located in finest agricultural district in Ohio. Large territory. A good investment. Address Lock Box 34, Jackson Center, Ohio. 579

Chadron, Nebraska, wants furniture, dry goods and general merchandise stocks. Great openings for business. Write P. B. Nelson. 578

For Sale—First-class general stock, \$3,500. Live town, 25 miles from Grand Rapids. Apply E. D. Wright, care Muselman Grocery Co., Grand Rapids, Mich. 576

For Sale—Clean stock hardware, invoicing \$3,000. First-class location. Town of 2,000, alive with oil workers. Best and most prosperous farming community in Eastern Indiana. Trade will be considered. This is a money-maker. Reasons for selling, owner's oil interests demand his exclusive attention. For particulars address G. W. Whiteman, Albany, Ind. 600

For Sale—A good clean stock of groceries, lamps and crockery, located in one of the brightest business towns in Central Michigan. Has electric lights, water works and telephone system, population 1,500 and surrounded by splendid farming community. Store is situated on popular side of the street and one of the finest locations on the street. No trades will be entertained, but reasons for selling will be entirely satisfactory to the purchaser. Address No. 422, care Michigan Tradesman. 422

Mining Investors Attention! For sale, unlisted treasury stocks of merit. Chris Slagle, Box 120, Park City, Utah. 585

Stores Bought and Sold—I sell stores and real estate for cash. I exchange stores for land. If you want to buy, sell or exchange, it will pay you to write me. Frank P. Cleveland, 1261 Adams Express Bldg., Chicago, Ill. 511

For Sale—As we wish to give our entire attention to our elevator business, we will sell our stock of shoes and groceries. No dead stock, good profits, and a money maker. Elsie is the best town in Central Michigan. No trades considered. Investigate if you are looking for a paying business. Hankins Bros., Elsie, Mich. 412

Wanted—To buy stock of merchandise from \$4,000 to \$30,000 for cash. Address No. 253, care Michigan Tradesman. 253

For Sale—Clean general stock and frame store building, located at railway point in Northern Michigan, tributary to growing farming country. Only store in town. Stock inventories about \$1,500. Terms to suit purchaser. Address No. 561, care Michigan Tradesman. 561

Wanted—Stock of general merchandise or clothing or shoes. Give full particulars. Address "Cash," care Tradesman. 324

For Sale—Michigan hardwoods; especially maple, elm and ash. J. S. Goldie, Cadillac, Mich. 558

For Sale—Small stock of groceries and notions, located in the thriving town of Martin, Allegan County. Good reason for selling. Write or enquire of Edward J. Anderson, Plainwell, Mich. 539

Cash for your stock. Our business is closing out stocks of goods or making sales for merchants at your own place of business, private or auction. We clean out all old dead stickers and make you a profit. Write for information. Chas. L. Yost & Co., Detroit, Mich. 250

For Sale—480 acres of cut-over hardwood land, three miles north of Thompsonville. House and barn on premises. Pere Marquette Railroad runs across one corner of land. Very desirable for stock raising or potato growing. Will exchange for stock of merchandise. C. C. Tuxbury, 28 Morris Ave., South, Grand Rapids, Mich. 835

Investments—I have gilt-edge oil, industrial and plantation stock paying from 7 to 15 per cent. dividends; rigid investigation courted. Bank and other references given. J. F. Waite, Suite 730, 189 LaSalle St., Chicago, Ill. 553

For Sale—Cash grocery; good location for meat also; stock \$1,000. Object of selling, change of business. Box 445, Whiting, Ind. 552

For Sale—Clean hardware stock established 15 years. On excellent business corner in Grand Rapids. Store is conducted in connection with large general stock, but in separate building. Stock will inventory about \$4,000. Rent of store reasonable. Terms to be agreed upon. Address No. 545, care Michigan Tradesman. 545

Wanted—To rent for term of years, store for general merchandise in good town in Central Michigan. Would purchase small stock to secure location. Address No. 532, care Michigan Tradesman. 532

A first-class and up-to-date general store in one of the best villages in Western Wisconsin; stock inventories about \$7,000. No trade. Also a very nice hardware stock with store building, warehouse, etc., a rare chance for the right man. It will take about \$8,000 to handle this, but it is better than a bank. No trade. A fine opening for the right party. W. E. Webster, Hudson, Wis. 568

For Sale—Good paying hardware stock and tin shop, located at corner Ottawa and Coldbrook streets, Grand Rapids. No other hardware store within seven blocks. Stock will inventory about \$1,600. Good reasons for selling. Enquire T. Stadt & Sons, 219 West Leonard St. 566

For Sale—A stock of new and up-to-date shoes and fixtures. Address No. 603, care Michigan Tradesman. 603

Wanted—Location for men's clothing and furnishing goods. Will rent for term of years. Would buy small stock of same. Address Clothier, care Michigan Tradesman. 582